

53rd
Annual
Report
2007-08

EEPCINDIA
ENGINEERING THE FUTURE

53rd Annual Report 2007 - 2008

Chairman

Shri Rakesh Shah

Vice Chairman

Shri Mahesh K. Desai

Vice Chairman

Shri Aman Chadha

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Shri R. Maitra

Addl. Executive Director & Secretary

Shri B. Sarkar

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Territorial Division

New Delhi

Regional Offices

Chennai
Kolkata
Mumbai
New Delhi

Sub-Regional Offices

Bangalore
Jalandhar
Hyderabad

Foreign Offices

Chicago (USA)
Singapore

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Former Chairmen of the Council

1955-56	Late D. N. Jalan	1979-80	Shri G. D. Shah
1956-57	Late K. L. Chowdhary	1980-81	Shri G. D. Shah
1957-58	Late S. L. Kirloskar	1981-82	Shri G. D. Shah
1958-59	Late B. S. Agarwal	1982-83	Shri T. A. S. Balagopal
1959-60	Late B. S. Agarwal	1983-84	Shri R. P. Jhalani
1960-61	Late A. K. Bhattacharya	1984-85	Shri R. P. Jhalani
1961-62	Late A. K. Bhattacharya	1985-86	Shri M. C. Shah
1962-63	Late S. L. Kirloskar	1986-87	Shri M. C. Shah
1963-64	Late S. L. Kirloskar	1987-88	Shri M. C. Shah
1964-65	Shri R. H. Mody	1988-89	Shri M. C. Shah
1965-66	Shri R. H. Mody	1989-90	Shri M. C. Shah
1966-67	Late R. L. Rajgarhia	1990-91	Shri J. S. Bhasin
1967-68	Late R. L. Rajgarhia	1991-92	Shri J. S. Bhasin
1968-69	Late K. L. Chowdhary	1992-93	Shri J. S. Bhasin
1969-70	Late K. L. Chowdhary	1993-94	Shri J. S. Bhasin
1970-71	Late Raunaq Singh	1994-95	Shri P. K. Shah
1971-72	Late Raunaq Singh	1995-96	Shri P. K. Shah
1972-73	Late Dr. B. V. Bhoota	1996-97	Shri P. K. Shah
1973-74	Late Dr. B. V. Bhoota	1997-98	Shri P. K. Shah
1974-75	Shri R. C. Maheshwari	1998-99	Shri P. K. Shah
1975-76	Shri R. C. Maheshwari	1999-00	Shri J. S. Bhasin
1976-77	Shri R. C. Maheshwari	2000-01	Shri J. S. Bhasin
1977-78	Shri Suresh Mehta	2001-02	Shri J. S. Bhasin
1978-79	Late V. P. Punj	2002-03	Shri Satish K. Dhanda
		2003-04	Shri Satish K. Dhanda

The Working Committee constituted at the 52nd Annual General Meeting of the Council has the pleasure in presenting the activities of Council for the year ended in 31st March, 2008.

EXPORT PERFORMANCE

A. Overall Export Performance

In the reporting year, the cumulative value of India's exports during March 2008 was US\$ 16282.79 million which was 26.59% higher than the level of US\$ 12862.40 million during March 2007. In rupee terms, exports touched Rs. 65710.71 crore, which was 16.04% higher than the value of exports during March 2007. Cumulative value of exports for the period April-March 2008 was US\$ 155512.49 million (Rs. 625471.22 crore) as against US\$ 126413.99 million (Rs. 571779 crore) registering a growth of 23.02% in Dollar terms and 9.39% in Rupee terms over the same period last year.

B. Performance of Engineering Sector in 2007-08

During the year under review, India's engineering exports had posted a growth of 25.63% in Dollar terms in 2007-08 against the exports of US\$ 26490.92 million during the period 2006-07. Based on the provisional estimate obtained from DGCIS, exports of engineering goods for the year 2007-08 were valued at US\$ 33281.86 million.

In Rupee terms, India's export of engineering goods was valued at Rs. 133926.23 crores during

2007-08 which was around 11.65 % higher than the value of export Rs. 119950.96 crores during the year 2006-2007, thus retained more than 20% share of overall exports of the country.

C. Performance : Principal Commodity-wise

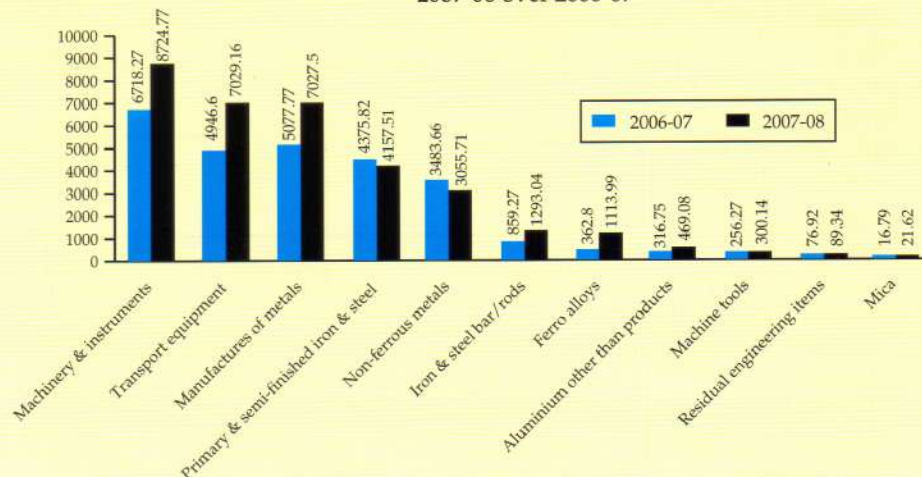
Exports of mica, machinery & instruments, manufactures of metals, transport equipment, iron & steel bars/rods, ferro alloys, aluminium other than products, machine tools, residual engineering items had shown growth in March 2007-08. However, primary & semi-finished iron & steel, non-ferrous metals have shown a negative growth.

Export Performance of Principal Commodities for the year 2007-08 is given here under :

(Figures in US\$ million)

Principal Commodity/Service	2006-07	2007-08	% Change
Machinery & instruments	6718.27	8724.77	29.87
Transport equipment	4946.6	7029.16	42.10
Manufactures of metals	5077.77	7027.5	38.40
Primary & semi-finished iron & steel	4375.82	4157.51	-4.99
Non-ferrous metals	3483.66	3055.71	-12.28
Iron & steel bar/rods	859.27	1293.04	50.48
Ferro alloys	362.8	1113.99	207.05
Aluminium other than products	316.75	469.08	48.09
Machine tools	256.27	300.14	17.12
Residual engineering items	76.92	89.34	16.15
Mica	16.79	21.62	28.77
Total	26490.92	33281.86	25.63

Export Performance of Principal Commodities / Service
2007-08 over 2006-07



D. Top Destinations

Nigeria and France had entered into the list of top 20 importing countries.

Top 20 Destinations (Figures in US\$ million)

Importing Country	Export of 2006-07	Export of 2007-08	% Change	Rank 2006-07	Rank 2007-08
USA	3795.72	4269.81	12.49	1	1
UAE	1914.5	2669.13	39.42	2	2
Singapore	1110.55	1460.18	31.48	6	3
UK	1134.84	1340.72	18.14	5	4
Germany	889.99	1279.24	43.74	9	5
Italy	1223.83	1255.16	2.56	4	6
Saudi Arabia	1088.23	1236.62	13.64	7	7
China	1295.48	962.72	-25.69	3	8
Belgium	916.72	917.63	0.10	8	9
Malaysia	361.63	747.64	106.74	19	10
Sri Lanka	679.06	710.05	4.56	11	11
Netherlands	409.27	707.46	72.86	15	12
Oman	425.79	659.8	54.96	13	13
Korea Republic (South)	402.57	630.76	56.68	16	14
Indonesia	414.42	606.45	46.34	14	15
Thailand	388.97	578.19	48.65	17	16
Nigeria	326.04	542.6	66.42	23	17
Spain	381.45	532.47	39.59	18	18
Iran	444.8	505.91	13.74	12	19
France	333.84	503.86	50.93	22	20

E. Top 5 Destinations : Product Performance

Destinations	Products Performance with Substantial Growth	Products Performance with Heavy Decline
USA	<ul style="list-style-type: none"> ♦ Ferro alloys ♦ Aluminium other than products ♦ Manufactures of metals 	<ul style="list-style-type: none"> ♦ Primary & semi-finished iron & steel ♦ Non-ferrous metals
UAE	<ul style="list-style-type: none"> ♦ Ferro alloys ♦ Transport equipment ♦ Aluminium other than products ♦ Mica ♦ Iron & steel bar/rods ♦ Residual engineering items 	
Singapore	<ul style="list-style-type: none"> ♦ Ferro alloys ♦ Transport equipment ♦ Mica Iron & steel bar/rods 	
UK	<ul style="list-style-type: none"> ♦ Ferro alloys ♦ Aluminium other than products ♦ Residual engineering items 	
Germany	<ul style="list-style-type: none"> ♦ Primary & semi-finished iron & steel ♦ Ferro alloys ♦ Iron & steel bar/rods, Manufactures of metals ♦ Transport equipment ♦ Machine tools ♦ Machinery & instruments 	<ul style="list-style-type: none"> ♦ Aluminium other than products

F. Emerging Destinations

1. Growth in cumulative exports of the period under consideration : more than 50%
2. Exports between 0.5% and 1% of total exports of engineering goods in this period is given below :

Destinations	Exports during 2006-07	Exports during 2007-08	% Growth
Nepal	155.9	315.69	102.50
Tanzania	85.67	169.67	98.05
Ukraine	90.59	175.24	93.44
Brazil	130.09	251.36	93.22
Sweden	111.48	206.3	85.06
Nepal	155.9	315.69	102.50

PROMOTIONAL ACTIVITIES

During the year under review, Council organised various activities for promoting exports of engineering goods and services both in India and abroad. Besides, organising own exhibition, Council participated in various exhibitions by setting up Information Booths and Catalogue Shows with the assistance of Council's foreign offices and Indian Embassies in abroad. Also, Council arranged Buyer Seller Meets and Delegations for the benefit of exporters in India and abroad. The overseas offices were instrumental for product mailing campaign and updating of importers/distributors list of their respective territories covered by each office.

In the domestic arena, Council conducted various seminars; workshops and awareness seminars on export finance, quality upgradation, focus country programmes, award functions and meetings with Government agencies for solving the exporter's problems. Information on overseas trade opportunities for products, turnkey project and services were regularly collected and disseminated among member-exporters.

A. OVERSEAS

1. Trade Fairs and Exhibitions – Participated/ Organised

Council's major promotional activities include organising and participating in specialized exhibitions in the overseas segment. In the year under review, Council organised its own exhibition branded as INDEE, mobilized engineering industry's participation in Specialized Fairs and

also set up Information Booths in some of the international trade fairs. Product catalogues/ profiles of Indian engineering companies demonstrating the competence and capabilities levels in various fields in engineering sector and Council's own charts/publications were put on display in the Information Booths. Council's representatives utilized the events for establishing and firming up contacts with as many visiting buyers as possible with the sole objective to make them aware of Indian engineering industries' capabilities and help generating their interest in Indian products. The details of the exhibition/ trade fairs organised/participated by the Council are furnished below :

INDEE Johannesburg, South Africa

Council regularly organises **Indian Engineering Exhibitions** - branded as **INDEE** at different global locations with an objective to showcase India's rapid progress in the engineering sector and assist Indian exporters to reach overseas buyers. The participation of various eminent trading communities of different countries result in recommendation and further implementation on the strategies required to increase trade relations between these countries.

In the reporting year, Council organised its **17th exclusive Indian Engineering Exhibition (INDEE)** in Johannesburg, South Africa. The exhibition was held from 23rd -26th October, 2007.

The four-day trade show, which coincided with **Manufacturing Technologies International (MTI)**, was jointly inaugurated on 23rd October, 2007 by



Inaugural Day of INDEE at Johannesburg, South Africa in October 2007

Hon'ble Dr. Ashwani Kumar, Minister of State for Industry, Government of India along with Dr. Goolam Essop Pahad, Minister in Presidency and Ms. Elizabeth Thebethe, Deputy Minister for Trade, South African Government. Honourable Excellency Mr. R. K. Bhatia, High Commissioner of India to South Africa, Mr. Navdeep Suri, Consul General of India, Johannesburg and Mrs. Bharati Sihag, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India were the other distinguished dignitaries present at inauguration of the Exhibition.

Coinciding with the event, the Council formally inaugurated its second showroom-cum-warehousing facility, named as **India Engineering Center (IEC) in Johannesburg**. The IEC, Johannesburg has a capacity of 50 companies. About 47 companies were utilizing the services offered at the center. Hon'ble Dr. Ashwani Kumar inaugurated IEC in the august presence of High Commissioner, Consul General of Indian Embassy, Johannesburg, South Africa, Joint Secretary, Department of Commerce, Government of India and other dignitaries.

Highlights of the Exhibition

- ♦ 171 Companies displayed their products.
- ♦ More than 6000 visitors visited the Exhibition.
- ♦ In the Council's Theme Pavilion, the catalogues of non-participating Indian engineering companies were displayed. About 320 business enquiries were generated.
- ♦ A major boost was given to promoting trade and investment ties between India and the 14 member countries of Southern African Development Community (SADC). The First Indo-SADC Partnership Summit was held on October 23, 2007. The Summit was inaugurated by Honourable Dr. Ashwani Kumar, Minister of State for Industry, Government of India with participation of business leaders from India, South Africa, Mozambique, Namibia, Congo and Zimbabwe.
- ♦ The Council signed two MoUs to promote trade in engineering goods between India and the 14 members of Southern African Development Community (SADC). The MoUs were signed on October 23, 2007 with The Chamber of Commerce & Industry, Johannesburg and Namibian Chamber of Commerce & Industry, Namibia.
- ♦ Honourable Dr. Ashwani Kumar, Minister of State for Industry, Government of India, launched the

International Edition of the Council's **Monthly Magazine** *ie*².

INDEE 2007 in Johannesburg was the Council's first venture into South Africa. The total trade between India and South Africa had grown significantly since 2001 with surge in both export and import, but India has remained a net Importer. However, in the engineering sector, India's export to South Africa has maintained a very impressive growth. In the year 2006-07, Indian engineering exports to South Africa had grown by 45.18% amounting to US\$ 736.58 million compared to US\$ 507.33 million engineering exports from India in 2005-06. It was hoped that INDEE 2007 would make a significant impact in promoting India's engineering goods in the SADC region.

INDEE St. Petersburg, Russia

In line with strengthening the trade relations in Russia and other CIS countries, Council organised its **18th Exclusive Indian Engineering Exhibition - INDEE in St. Petersburg, Russia** coinciding with **Petersburg Technical Fair**. Petersburg Technical Fair is organised by M/s. RESTEC Exhibition Company, one of Russia's top five exhibition companies.

INDEE-Russia was held at Lenexpo Fair Grounds, Gavan., St. Petersburg, Russia from 11th to 14th March, 2008. The said event was a specialized exhibition for products like Metallurgy, Casting, Tools, Metal working technology, Compressors, Pumps, Valves and Bearings.

The exhibition was inaugurated by **Vice Governor of St. Petersburg, Mr. Mikhail Eduardovich** and was



Inauguration of INDEE - St. Petersburg (11-14 March, 2008) by the Vice Governor of St. Petersburg Mr. Mikhail Eduardovich and Mr. S. N. Trofimov, President, RESTEC. Also seen are Mr. Rakesh Shah, Chairman, EEPC India; Mr. Mahesh K. Desai, Vice Chairman, EEPC India; and Mr. M. C. Shah, Chairman, Publicity, Exhibition & Delegation Sub-Committee, EEPC India

graced by several dignitaries including **Mr. S. N. Trofimov, President, RESTEC**. Dignitaries from the Indian Embassy, Moscow was also present during the occasion. Mr. Rakesh Shah, Chairman of the Council, delivered welcome address. Also, Mr. M. C. Shah, Chairman of Publicity, Exhibition and Delegation Sub-Committee of the Council delivered a special address during the event. The Vice Governor and other dignitaries then visited the booths of several Indian companies.

During the four-day event between 11th to 14th March, 2008, Council signed **two MoUs with St. Petersburg Chamber of Commerce and Leningrad Chamber of Commerce** to formalize various methods of exchange of business and commercial information benefiting the engineering community of both the countries.

About 141 Indian companies participated in the said exhibition. The sectoral composition of the participating companies included Agricultural Machinery and Equipment, Automobile Components, Basic Metal Products, Construction and Earthmoving Machinery and Equipment, Domestic products and appliances, Design Technical and Consultancy Services, Engineering Services, Fabricated Metal Products, General-purpose Machinery and Equipment, Special purpose Machinery and Equipment, Tools, and various miscellaneous products.

Highlights of the Exhibition

- ◆ Around 8500 visitors from the Russia & CIS countries business sector visited the exhibition.
- ◆ Several companies were able to appoint distributors and sales agents. Also few companies signed MoU with the Russian counterpart.
- ◆ In the Council's theme pavilion over 500 trade enquiries were generated for various engineering items and the same were disseminated to the members.

India Pavilion - Hannover Fair 2007, Hannover, Germany

The Council participated in Hannover Fair, Hannover, Germany the world's most important technology event held every year in the month of April for so many years.

In the year under review, the event was occasioned during 16-20 April, 2007. Council organised an India Pavilion, measuring 750 sq. mtrs. where 44 Indian companies participated. The Indian participation was in the subcontracting section at Hall No. 5 covering Auto



A view of India Pavilion in Hannover Fair set up by EEPC India in April 2007

Components, Castings, Forgings, Agricultural Implements and Tools, Radiators etc.

The 5-day event attracted approx 2,30,000 visitors. India Pavilion was visited by leading decision makers, Purchase Managers, and companies looking for subcontracting their production to Indian companies. The visitors also showed keen interest in Catalogue Show organised by the Council.

The participating companies expressed their satisfaction by taking part in this exhibition and had received very good response from the visiting buyers.

Some of the Indian participants entered into MoUs of long term contracts for supply of stainless steel and forged carbon steel auto components to Audi and Toyota. There were also discussions on possibility for joint ventures in India in the form of Foreign Direct Investment.

India Pavilion - Pak Pharma Expo, Karachi, Pakistan

The Council, for the first time, took the initiative to organise an India Pavilion, measuring 100 sq. mtrs., in the Pak Pharma Expo (the second integrated exhibition focused on Pharmaceutical Industry) held at Karachi, Pakistan during April 24-26, 2007.

Processing Machinery, Packaging Material, Packaging Machinery, Laboratory Equipment, Liquid for Injection, Air-Conditioning and Filters, Flooring Air Compressors, and Allied Equipment were put on display during the show. In the said event, 136 exhibitors from China, Germany, India, Denmark, Italy, Spain, Malaysia, Taiwan, Thailand and Pakistan participated in the exhibition. The 3-day event attracted around 10,000 visitors.

In India Pavilion, 10 companies took part. Besides, Council had set up an Information Booth where Council's publications were displayed.

India's participation generated a great deal of interest among trade and industry visitors and many of them showed interest in doing business with India.

Most of the Indian participants had around 100 visitors engaging in business discussions for various pharmaceutical machineries during the three-day fair. The participants were able to appoint an agent for their products.

India Pavilion - NEWCAST - 2007, Duesseldorf, Germany

The Council, in association with Indian Institute of Foundrymen, participated in the NEWCAST - 2007 (GIFA), which was held from 12-16 June, 2007 at Duesseldorf, Germany. The NEWCAST was an exhibition primarily focusing on developments in the casting industry throughout the world. NEWCAST was held in Hall No. 9 of Duesseldorf Messe.

The Council had set up an India Pavilion, measuring 180 sq. mtrs., where 10 members of the Council took part. Besides, Council had also set up an Information Booth where Council's publications were displayed. While the total number of Indian exhibitors was to the tune of 50, Indian visitors of around 700 was a feature of the Show.

Beside, the India Pavilion organised by the Council; there was a separate pavilion for Aluminium Casting Manufacturers, which was organised by ALUCAST. The total number of visitors in NEWCAST was to the tune of approximately 40,000.

Participants of the event suggested that Council to take up more space in the forth coming years. This would befittingly showcase the tremendous potential of the Indian Casting Industry.

India Pavilion - EMAQH-2007 at Buenos Aires, Argentina

The Council participated in the 22nd International Exhibition for Machine Tools and Machineries - EMAQH - 2007 held at Buenos Aires, Argentina from 13th to 18th July, 2007.

Around 310 companies, mostly from Argentina, Brazil and Chile as well as agents of leading international firms from Europe and China had taken the stall in this exhibition and displayed various kind of machine tools, machineries, automation items, robots etc.

The Council organised an India Pavilion in the said exhibition where 10 member firms of the Council participated. Also, Council had set up an Information

Booth for the benefit of overseas visitors and also screened MADE IN INDIA film. The Small Industries Development Organization (SIDO), Ministry of Small and Medium Enterprises, Government of India also participated in the event. Also, the National Small Industries Corporation (NSIC) took space in the pavilion and displayed their Panels.

His Excellency Mr. Pramathesh Rath, Ambassador, Embassy of India in Argentina visited the India Pavilion and interacted with all the participants and enquired about the response from the visitors. Ms. Gloria Gangte, Second Secretary (PCC&I) and Mr. Shanker Prasad, Second Secretary of Embassy of India also visited the India Pavilion.

Argentina Chamber of Commerce informed that 43000 visitors had visited the exhibition.

India Pavilion at ITMA, Munich, Germany

ITMA is an exhibition, which provides a reflection of the internationalization and equalization of the Textile Industry. Council, in conjunction with Messe Munchen GmbH - an associate of CEMATEX, organised the participation of 9 Indian exporter-members in said exhibition, which was held in Munich, Germany during 13-20 September, 2007.

The Council had booked an area of 160 sq. mtrs. in which these members had their stalls. The total number of Indian exhibitors present in the show was around 100. The total number of trade visitors was to the tune of approximately 1,18,000 from 149 countries.

AAPEX 2007, Las Vegas, USA

Council participated in AAPEX 2007 held during October 30 November 1, 2007 at Las Vegas, USA. This show was organized by Council's Chicago Office. AAPEX the Automotive Aftermarket Products Expo was held at the Sands Expo & Convention Center, Las Vegas, NV covering an area of 1,200,000 square feet and it is considered to be the largest event in North America for the US\$ 267 billion Automotive Aftermarket Industry. Over 2,000 exhibitors displayed their products and innovations. It is reported that well over 115,000 trade visitors attended and more than 50,000 of them were buyers with purchasing power.

Attendees at the show consisted of OEMs, Purchasing, Service, Tools & Accessories Marketers, Parts Distributors, Automotive Chains, Fleet operators, Hardware Chains, Retailers, Importers-Exporters, Parts Stores, Wholesalers, Warehouse Distributors, Manufacturer's Reps, and International visitors.

AAPEX 2007 featured major brands of automotive replacement parts, including tools & equipment; suspension & front-end products; engines, engine parts & fabricators; paints and body products; heat transfer & mobile air conditioning products and parts; chemicals & lubricants. Etc. The tools & equipment section had the largest representation with over 180 companies.

India Pavilion at MIDEST, Paris, France

The Council participated in the MIDEST Subcontracting Show, which took place in Paris, France from November 13-16, 2007 at Paris – Nord, Villepinte Exhibition Centre. There were more than 1800 visitors from all over the world in the show. Nine Indian companies participated in the India Pavilion hosted by the Council.

Honourable Excellency Mr. Ranjan Mathai, Ambassador of India in France visited the Council's Pavilion on the first day of the show. The First Secretary – Commercial, Indian Mission, France also accompanied the event.

Many visitors enquired about the Indian Engineering Industry in the Council's stall. Product catalogues, brochure of the Indian companies participating in Midest, catalogues of the member companies and CD directories of the Council members were distributed among the visitors.

- India Pavilion at manufacturing Indonesia 2007
- India Pavilion at Interphex '08 Philadelphia, USA.

India Pavilion at Manufacturing Indonesia 2007, Jakarta, Indonesia

The India Pavilion at Manufacturing Indonesia 2007 was organized by EEPC during 5-8 December, 2007 at Jakarta International Expo Kemayoran, Jakarta Indonesia.

The opening ceremony was graced by presence of the Ambassador of India in Jakarta H. E. Ms. Navrekha Sharma along with the Commercial Counsellor and other officials of the Embassy.

In the exhibition, all the visitors showed keen interest to do business with Indian companies and enquiries were generated for machine tools, two/three wheelers parts, painting machinery, automation equipment, industrial and automotive filters, hand tools, railway wheels and brakes, graphite electrodes, steel billets and slabs, cable insulators, steel forging, power generators, etc. Total footfall during the exhibition was more than 38,000. During the course of interaction, it was indicated by an overwhelming majority that they consider India as a reliable source of engineering products and services and are very interested in strategic alliances with Indian firms.

As per the feedback received from the participants it revealed that all the participants have shown their satisfaction by participating in the exhibition and described their overall experience as meaningful. They are of the opinion that their participation in Manufacturing Indonesia was of immense use to their business venture and appreciated the efforts put in by EEPC in organizing the exhibition.

INTERPHEX 2008, Philadelphia, USA

Council had put up an India Pavilion in INTERPHEX 2008 held at Philadelphia, USA during 26-28 March 2008. This is a show which is very well known in its field and the visitors included representatives from international buyers and manufacturers. INTERPHEX provides a solid foundation with tremendous value. Over 20% of the INTERPHEX audience has indicated they are currently involved in a combination product development with an additional 25% who expect to be in the future.

BUYER SELLER MEET/DELEGATIONS

Multi-Product Delegation to Philippines, Malaysia & Thailand

Council in its zest to promote the "Made In India Brand" and create awareness of the capability of Indian engineering exporters abroad, organised the Multi-Product Delegation to the ASEAN countries, which included Thailand, Philippines and Malaysia, between 16th to 22nd September, 2007.

A twelve-member delegation was led by Mr. K. R. Pandian, Partner & CEO, M/s. Sharp Tools. The group consisted of exporters ranging from welding consumable manufacturing machineries, wire drawing, to miniature circuit breakers, hand tools, cables, manhole covers and components for automotive application. The objective to further strengthen the bilateral trade between India and ASEAN countries by establishing joint ventures and strategic alliances was thus achieved with the successful execution of the above delegation.

The event at Bangkok, Thailand was graced by the presence of not only prominent business houses, but also Government officials.

The BSM held at Manila, Philippines, was organised in association with Philippines Chamber of Commerce (PBIC). The welcome address was given by Mr. R. Madhyan, Chairman, PIBC. Also, statements were followed from Leader of the Delegation, Counselor of Embassy of India, and the President of Indian Chamber of Commerce, Philippines. The ceremonial function held at Kuala Lumpur, Malaysia. The meet was organised by the Council in collaboration with the High Commission

of India in Kuala Lumpur. Statements followed the welcome address of Mr. K. R. Pandian from the High Commissioner of India in Malaysia and President of Kuala Lumpur Malay Chamber of Commerce.

In the said events, the films on sector-wise Indian Engineering Industry were screened to showcase the capabilities of Indian engineering products as well as the Council's stride to enhance the nation's growth. There was also provision for one to one business meeting, which was greatly appreciated by the delegates and also the buyers present.

The delegates met several buyers and business representatives with an average of more than 10 buyers per delegate at each BSM organised by the Council at Bangkok, Manila and Kuala Lumpur. The items which drew maximum interest of buyers were hand tools, electrical distribution boxes, cables, manhole covers, steps risers, pipe fittings, steel castings, railway components, etc.

Multi-Product Delegation to Algeria and Morocco

In the reporting year, Council fielded a Multi-Product Delegation to Algeria and Morocco, to create awareness about Indian Engineering Industry in the North African region in general and Algeria and Morocco in particular. With due consultation with the Indian Missions in the respective countries, the delegation was organised from 18th to 23rd November, 2007.

A thirteen-member delegation was led by Mr. Pankaj Chadha of M/s. Jyoti Steel Industries, Mumbai. The delegation comprises of manufacturer/exporters of Diesel Engines, Diesel Pumps, Diesel Generators and Spare Parts; Agricultural Tractors and other Agricultural Machinery; Air Conditioners, Air Coolers, Heaters etc.; Flour/Grinding Mills, Rice Hullers and Polishers, Chaff Cutters; Air/Gas Compressors; Automobile Spares Parts including Auto Electrical Parts; Bright Bars, Stainless Steel Bars, Hot Rolled Round Bars and other Steel Items; Wafer Biscuit and Ice Cream Cones Manufacturing Machinery and Packaging Machinery. BSMs were organised in Algiers and Casablanca.

Honourable Excellency Dr. Ashok K. Amrohi, Ambassador of India in Algeria graced the occasion with his presence at the BSM inaugural function on 18th November at Hotel Sofitel, Algiers and wished all success for the BSM.

Indo-Algeria BSM was organised in Hotel Sofitel at Algiers on 18th November, 2007. Approximately 60 Algerian buyers participated in the BSM. Since Algeria is French-speaking country, 10 interpreters were hired through Indian Embassy in Algiers.

Indo-Moroccan BSM was arranged in the Hotel Casablanca Plaza on 22nd November, 2007.



Inauguration of Indo-ASEAN and Indo-US/Canada Buyer Seller Meet in Kolkata

Approximately 30 local buyers had one to one meetings with Indian delegates. Ten English-French interpreters were hired through Indian Embassy for Indian delegates.

EXHIBITION/BUYER SELLER MEET IN DOMESTIC Reverse Buyer Seller Meet in India

Council organised a series of Buyer Seller Meets in India from 25th February to 6th March, 2008 at 8 locations across the country.

This was, indeed, a unique opportunity and platform for exporters of engineering products and services to build business contacts with importers, buyers, dealers, distributors and wholesalers of engineering products from USA, Europe, Africa, Latin America, ASEAN, Australia, New Zealand and CIS countries. The first BSM was held in Kolkata on 25th February, 2008 followed by BSMs in Chennai, Delhi, Mumbai, Jalandhar, Coimbatore, Pune and Bangalore. The schedule and locations were designed in such a way that members from all the regions were benefited.

The total number of Indian participants was 285 and foreign delegates were 72.

FOREIGN OFFICES

Council continuously provides suitable assistance for promoting exports of Indian engineering products and services in international market through its foreign offices. Council's foreign offices were functioning in three different locations of the globe. The regions covered by foreign offices are Chicago, United States covering North, Central and Latin America; Singapore looking after ASEAN countries, Far East and also Australia and New Zealand; & Johannesburg, South Africa promoting our activities in African countries.

The foreign offices identified various market opportunities for Indian engineering exporters during

the year. They developed close contacts with wholesalers/importers/distributors and original equipment manufacturers in the regions under their jurisdiction. During the course of interaction, details about these companies and their operations, technical specifications of their requirements and drawings wherever possible were collected and transmitted to Council's Indian offices for circulating amongst member firms for direct response.

The foreign offices regularly interact with major Chambers of Commerce and Industry Associations, Government Departments and Indian Missions for their guidance and cooperation in the various activities of the offices. A large number of companies were also contacted for soliciting their support and participation in various promotional activities organised during the year and efforts were made in persuading local businessmen for visiting India to explore and source their requirements.

Council's overseas offices, as per the decisions taken at the Panel meetings or at the request of individual member exporters, prepared and submitted market survey reports, flash report, notes etc. for engineering products and on other export related subjects. Visits were also undertaken to adjoining territories scouting for business prospects. They studied the economic condition of the different countries; data on export and import, identified prospective export products, established contacts with importers and generated business opportunities. Also, they compiled/updated lists of importers for a large number of engineering products, which were made available to member exporters.

1. Market Survey Reports

Council's foreign offices prepared and submitted market survey reports/flash reports etc. for many engineering products during the year, which are summarized here under:

Council's Chicago Office prepared the following trade related Market Surveys & Country Report, analysis and notes for the products as well as countries

Market Surveys:

- ❖ Market Report on Air Conditioning, Refrigeration Equipment and Parts Industry in Argentina.
- ❖ US Outlook for Metalworking/Manufacturing
- ❖ Report on the Mining Industry in Latin America
- ❖ Report on India's Engineering Achievements in Trinidad & Tobago
- ❖ Argentine Foreign Trade : Opportunities and challenges for India

Country Reports:

- ❖ Fact Sheet on Colombia : India-Colombia Trade
- ❖ Argentina : Outlook for 2008

Council's Singapore Office prepared the following Market Surveys, analysis and notes for the products in the identified countries

Market Surveys :

- ❖ Food Processing & Packaging Equipment in Thailand
- ❖ Electric Power Equipment in Thailand
- ❖ Machinery Industry in Thailand
- ❖ Pumps & Fans Market in China
- ❖ Construction Equipment & Machinery in Singapore
- ❖ Packaging Equipment in Vietnam
- ❖ Oil & Gas Equipment in Indonesia
- ❖ Market Survey Report on Agricultural Machinery in Thailand
- ❖ Market Survey Report on Cars/Buses & Commercial Vehicles in Indonesia

2. Product Catalogues/Mailing Campaign

During the reporting year, Council's foreign offices conducted various mailing campaign on the basis of the product catalogues received from the member exporters. They circulated number of notes and information letters on Indian capabilities in industrial and infrastructure projects, management and technical consultancy services and sub-contracting items to main contractors and prominent buyers. This campaign helped to mobilize participation of foreign buyers to our Information Booths set up at specialized trade fairs. These activities also helped in forging links between foreign buyers and Indian exporters. Some of the major mailing campaigns were done for IEC Chicago, IEC Johannesburg, Hannover Messe 2007, INDEE 2007, IEME, BSM in LAC & African countries etc.

3. Participation in Trade Fairs and Exhibitions in Neighbouring Areas/Countries

Resident Directors in the Council's foreign offices visited many trade fairs and seminars held in their areas to get in touch with the latest developments taking place in the international market including quality standards, met businessmen from various industrial sectors, distributed product catalogues and generated enquiries. They also visited the booths of Indian exhibitors and extended all possible assistance. Details of such visits undertaken during the period are briefed here below :

Council's Resident Director in Chicago visited/organised the following Exhibitions/Trade Fairs/Seminars/Meetings:

- ❖ Visit of Business Delegation from Mount Prospect Chamber of Commerce

Council's Resident Director made a presentation on "IEC & Opportunities in India" at a meeting organised by the Council with a business delegation

from Mount Prospect Chamber of Commerce on 26th April, 2007. Mr. James Uszler, Executive Director, led the delegation. Ms. Irvana Wilkes, Mayor of Mount Prospect graced the occasion with her presence.

❖ Seminar on "India : The Easy Business Destination"

A special networking Seminar at the International Business Center - De Paul University Campus, Rolling Meadows was organised jointly by the Council, The Rolling Meadows Chamber of Commerce & De Paul University on May 15, 2007, to meet and address local businesses in Rolling Meadows on ways to increase revenue through building strategic business relationships with India. The seminar generated interest amongst the participants and there was likely to be some developments in the Agro sector in North India.

❖ Meeting with a Trade Delegation from Pakistan

A meeting was organised by the Council with a Trade Delegation from Pakistan on June 21, 2007 in the IEC to impress upon the growth in the engineering industry in India and to show the product display in order to build better business relationship for furthering Indo-Pakistan Trade in the engineering sector. The film by the Council on the progress in the Indian manufacturing sector was screened.

❖ Meeting with a Colombian Delegation

A meeting was organised by the Council with a 3-Member Delegation from Colombia on July 18, 2007 in the IEC showroom-cum-display center to highlight India's growth in the engineering industry, to improve trade prospects with Colombia and to show the products on display. The film by the Council on the progress in the Indian manufacturing sector was screened.

❖ Visit of Mexico

Resident Director visited Mexico and made two presentations on "Doing Business with India" on 25th July 2007 in Asociación de Empresarios de Iztapalapa, A.C. (Association of Employers) and CANACINTRA (National Chamber of Commerce of Mexico).

❖ Doing Business with India Conference at The Mid-America Club, Chicago

Resident Director addressed a gathering of US Businessmen at the The Mid-America Club — GLOBAL CONFERENCE GROUP on "Doing Business with India" in Chicago on August 08, 2007. Mr. Ashok Kumar Attri, Consul General of India in Chicago also made a presentation on India's Economic Progress. Information on Indian suppliers of goods and services were provided.

❖ Presentation at Meadows Corporate Center, Rolling Meadows

Resident Director made a presentation on "India - Your Partner in Growth" at the International Trade Commissioner Networking Event held in Meadows Corporate Center, Rolling Meadows, on Thursday, August 30, 2007. EEPC also took the opportunity of displaying catalogues & product literatures of IEC participants with a tabletop display. Mr. Kenneth A. Nelson, Mayor, City of Rolling Meadows addressed the august gathering and also visited the catalogue display of the Council.

❖ Meeting to Honour Mr. G. K. Pillai, Secretary-Commerce, Government of India

Resident Director participated in a meeting at the World Trade Center Illinois, Chicago on September 21, 2007. Several contacts were established and the activities of the Council, with a showroom in Mount Prospect, opportunities of EPO in India, were explained. A few of the businessmen visited the showroom thereafter and had shown interest in a few products.

❖ Elgin Reverse Trade Mission

Resident Director of EEPC India was a member of the Illinois Trade Mission that participated in the Elgin Reverse Trade Mission in Fox Valley Business Center, Elgin on October 03, 2007. The role of the Council was explained and the capabilities of the engineering sector and the prospects of EPO in India were discussed with the Elgin Chamber members.

❖ US-India SME Summit & Networking in Chicago

The Summit was addressed by the Honourable Ambassador Susan C. Schwab, United States Trade Representative and followed by Hon'ble Mr. Kamal Nath, Minister of Commerce and Industry, Government of India. The focus of the deliberations was on "Leveraging Global Supply Chains and Integrating the SME Community". The first day included a number of useful sessions on doing business with Indian partners (both directly & indirectly), while the second day was focused on introducing US - SME's to their Indian counterparts via networking and individual meetings. Resident Director and the Marketing Executive of the Council's Chicago Office attended the networking sessions and assisted the Indian delegates with business contacts in and around Chicago land.

Council's Resident Director in Singapore visited/organised the following Exhibitions/Trade Fairs/Seminars/Meetings:

- ❖ CommunicAsia 2007 - the 18th International Communications & Information Technology Exhibition - held at the Singapore Expo;

- ❖ The Council from 5th to 8th December, 2007 at the Jakarta International Expo Kemayoran, Jakarta, Indonesia, organised India Pavilion at Manufacturing Indonesia;
- ❖ Institute of South Asian Studies (ISAS) Seminar on "Indian Budget 2007" held on 4th April at Raffles Hotel, Singapore;
- ❖ A Seminar on "Investment in Modern Service Industry" organised by CCPIT (China Council for the Promotion of International Trade), Singapore, for Zhonglou District, Government of Changzhou City, China, at the Orchard Parade Hotel, Singapore;
- ❖ China Shaoxing - Singapore Investment Cooperation Seminar held at Suntec Int'l Convention & Exhibition Centre, Singapore, on 26th April and organised by the Shaoxing Municipal People's Government, China;
- ❖ ISAS-EAI Seminar on "India-China Trade Relations" by Prof. Aditya Bhattacharjea, Professor of Economics, University of Delhi, India at the East Asian Institute, Singapore;
- ❖ The launch of Wanin Industries' PereOcean newly-researched calcium plus distilled water at Ink Club, Raffles-the-Plaza, Singapore;
- ❖ CII India Business Forum (IBF) held at the Meeting Room of the High Commission of India, Singapore;
- ❖ The inauguration of the Association of Process Industry (ASPRI) local industry upgrading programme held at Suntec Singapore on 2nd October, 2007;
- ❖ The 3rd International Conference on South Asia - "Socio-Political & Economic Challenges for South Asia" organised by ISAS at the Mandarin Ballroom of Meritus Mandarin, Singapore;
- ❖ A Seminar on "Investment Opportunities in Korea" organised by Korea Trade-Investment Promotion Agency, Jeju Special Self-Governing Province and Gangwon Province at the Singapore Expo - Hall 4B, Conference Room;
- ❖ The 3rd Meeting of CII-IBF was organised at the Swissotel-the-Stamford on 21st November, 2007 for IBF members to have an interactive session with NISC (Network India Steering Committee);
- ❖ ISAS, in cooperation with CII, held a Seminar on "Why and How Does India Matter" at Orchard Hotel;
- ❖ SCCC-India Business Times 6th Annual CEO Forum on "Business Outlook through Global Insights 2008";

- ❖ The Singapore High Technology Association's Networking Night at The Verandah, Empress Place, Singapore;
- ❖ ISAS invitation to Book Launch-cum-Panel Discussion at the Meritus Mandarin, Singapore;
- ❖ A Seminar on "Investment in China Jiangsu Rugao City 2008" organised by the People's Government of Rugao City and supported by SCCC.

Indian Engineering Center (IEC)

To cater the buyer's requirement and to give a first hand experience of the Indian engineering products to the overseas buyers; Council initiated the concept of Display Showroom under the MAI Scheme. Such showroom was branded as "**India Engineering Center**".

The first of this kind was setup in Mount Prospect, Illinois, USA in the year 2005 targeting the North & South American business segment. Council's representative, made necessary arrangements to invite buyers and delegates to the showroom and showcased the products in the display. The buyers are identified in line with the products displayed in the showroom. Under MAI scheme, the participants got benefited by displaying their products, advertising in the overseas magazines, participating in relevant exhibitions at minimal cost in the overseas markets through this setup.

With the success of the showroom concept in USA, Council in the reporting year opened its 2nd showroom in Johannesburg, South Africa. The main objective of this showroom is to showcase the capabilities of Indian products in the African market. This was inaugurated during the INDEE, Johannesburg exhibition.

In regard to popularize the concept to the members, Council's Regional Offices organised various meetings at different places on regular intervals. The Council's officials represented all the meetings. The details of such meetings were summarized below :

1. Ahmedabad on 24th August, 2007
2. Bangalore on 23rd May, 2007 & 3rd September, 2007.
3. Coimbatore on 24th May, 2007 & 4th September, 2007
4. Chennai on 25th May, 2007 & 5th September, 2007
5. Hyderabad on 1st September, 2007
6. Mumbai on 22nd August, 2007
7. Pune on 19th & 20th July, 2007 & 23rd August, 2007

Visits of Overseas Businessmen

In the reporting year, Council provided necessary arrangements to the overseas visitors during their business visit. The Office's of the Council, arranged meeting with the prospective exporters for their requirements. The details of such visitors were given below :

Sl. No.	Details of the Overseas Businessmen
1.	<p>Mr. Nexhat Fetahu Gen. Director Sodovina Servicing Production and Trade Enterprise Sodovina E, Jerlive VITI – Kosovo, Serbia Mob: ++377(0)44/501-561 E-mail: sodovina@hotmail.com Website: www.sodovina-ks.net</p> <p>Products : Hot Rolled and Cold Rolled Steel, Steel Beams, Round Steel for Construction, Aluminium Sheets, GI Sheets, Welded Pipes and Tubes, Welding Electrodes, Automatic Steel Sheet Stilling Machines, CNC Steel Sheet Shearing Machines, S. S. Pipe Making Machines, Steel Plate Forming Machines, Gas Cylinders and Tractors etc.</p> <p>Mr. Nazmi Hyseni Mob: +37744502502 E-mail: naki_rom@yahoo.de</p>
2.	<p>Mr. Jay Juneja Global Operations Western Enterprises, 875, Bassett Road, West Lake, Ohio, USA Products : Precision Machined Components and Assemblies, Brass, Aluminium and Stainless Steel.</p>
3.	<p>Mr. Allan Robinson Business Development Manager M/s. RBJ Electronics (Pty), Limited P.O. Box No. 33641, Jeppestown 2043, Johhannesburg, South Africa Products : Various engineering products including the Electrical and Lighting Products used in industrial and commercial segment.</p>
4.	<p>Mr. Sam Naicker Afri-dex Unit 4, 94, Armstrong Avenue La Lucia Ridge, 4032 Tel: 031-583 2603, Fax: 031-583 2626 Products : Various types of Castings.</p>
5.	<p>Mr. Colin Van Der Merwe Managing Director, SAIE, South Africa</p>
6.	<p>Mr. D. S. Patel and Mr. Louis Kafati Patel International Inc, USA Products : Automotive Forgings made of Steel & Aluminium for Power Transmission and Suspension Parts, Automotive Brake Cables, Hood Release Cables, Trunk Release Cables, Aluminium Low Pressure Die Castings & Jeep Door Hinges made of Forged Aluminium Alloy.</p>
7.	<p>Ms. Charity Khanyile Journalist The Star – National Daily Newspaper South Africa</p> <p>Ms. Jeanette Clark Senior Reporter SAKE 24 – Financial Daily South Africa</p> <p>Necessary arrangements were made with the INDEE-Johannesburg participants for publishing the Companies information in their respective Newspaper during the event.</p>

ISO 9001:2000 Certification

The Council is certified under ISO 9001:2000 International Standard since the year 2000 onwards. By implementing the Quality Management System (QMS) in all the offices of the Council in the Country, the processes of service deliveries to the members are now standardized. Time norms for such service deliveries are now established, and the performances are measured periodically with a pursuit for continual improvement. Also, the quality objectives of the processes are defined, indexed, measured and reviewed.

Monitoring of QMS of the Council continued to be regular activity. A national level review meeting was organised on 1st June, 2007 with the heads of all offices of the Council in New Delhi where Mr. Rakesh Shah, Chairman of the Council, chaired the meeting. In the said meeting, various targets were fixed for the Regional Offices.

The Council got its recertification by M/s. Intertek India during September 2007 under ISO 9001:2000 standard.

SEMINARS/CONFERENCES/MEETINGS

Export Awareness Programme & Other Seminars

In the reporting year, Council's Regional Offices organised various seminars and meetings for the benefit of the members at various locations under their purview. The details of the same are furnished below :

Eastern Region

Seminar on Cluster Development Programme

A seminar on "Cluster Development" was organised at Kolkata on 6th April, 2007. The objective of the event was to highlight the concept of developing industrial clusters for various segments, which will be benefited for the SME sector. Mr. Manabendra Mukherjee, Minister for Cottage & Small Scale Industries, Government of West Bengal graced the occasion. Mr. Jawahar Sircar, IAS, Additional Secretary & Development Commission (SSI), Government of India was the Chief Guest. Council informed the participants about the possibility of developing engineering cluster for Casting Industry in Howrah. About 120 firms participated in the seminar.

Seminar on Foreign Trade Policy

A seminar on "Foreign Trade Policy" was organised on 25th April, 2007 where Mr. Sanjiv Nandwani, Acting Zonal Jt.DGFT, Kolkata delivered a lecture on Annual Supplement of the Foreign Trade Policy 2004-09. Over 65 participants attended the meeting from Kolkata and Durgapur.

Awareness Programme on On-line Port Community System

An awareness programme on "On-line Port Community System" was organised on 24th May, 2007 where Mr. D. Sinha, Dy. Director of Kolkata Port Trust was the Chief Guest. Mr. Sinha informed about the On-line Port Community System by the KoPT. Further, he added that from January, 2008 exporters should follow the new system. During the meeting, the participants interacted with the official on various issues pertaining to shipping and port handling.

Export Awareness Seminar at Jamshedpur, Jharkhand

An Export Awareness Seminar on INDEE Johannesburg was organised at Jamshedpur on 25th May, 2007 where the members of Adityapur Industrial Area Development Authority, Adityapur Small Industries Association and Singhbhum Chamber of Commerce participated. The participants were briefed about the exhibition and availability of business opportunities in the African market. 40 participants attended the meeting from engineering units in Jamshedpur.

Export Awareness Seminar at Patna, Bihar

An Export Awareness Seminar was organised for marketing the promotional activities of the Council in association with Bihar Industrial Area Development Authority at Patna on 6th June, 2007. The meeting helped to enhance the membership of the Council. About 25 companies from the industrial area attended the seminar.

Seminar on Radiation Safety

A seminar on "Radiation Safety" was organised in Kolkata on 13th June, 2007. Officials from BARC were invited and briefed about the radioactive detection. Also, they explained about the methods for handling of testing equipments and procedures to be followed to avoid contamination.

Awareness Seminar at Baruaipur

An Export Awareness Seminar was organised in association with Surgical Instruments Manufacturers Association at Baruaipur on 28th June, 2007. The objective of the seminar was to create awareness to the members of the surgical association about the Role of Council in the international trade. During the seminar various policies of the Government were highlighted.

Awareness Seminar on Focus ASEAN Countries

A seminar on opportunities in "Focus ASEAN Countries" was organised on 29th June, 2007 in Kolkata.

The participants were briefed about the business opportunities in the ASEAN countries and the support given by the Government for expanding their business in those countries under MDA scheme.

Seminar on Newer Instruments for Cash Management at Kolkata

A seminar on **"Newer Instruments for Cash Management"** was organised in Kolkata on 18th July, 2007. The participants were informed about Clean Development Mechanism and Carbon Credit, SAP and its role in enhancing productivity and Global Tendering. 90 participants attended the seminar.

Interaction on "International Port Security System" at Kolkata

An interactive session was organised on 28th July, 2007 where Lieutenant Richard Kavanaugh of U.S. Coast Guard International Liaison Officer on **"International Port Security System"** in Kolkata to highlight about container security initiative and Radioactive Contamination.

Seminar on "Comprehensive Strategy for SME Development"

A seminar on **"Comprehensive Strategy for SME Development"** was organised on 24th August, 2007 in Kolkata. Guest Speakers were Dr. G. D. Gautama, IAS, Principal Secretary, Department of Micro, Small Scale Enterprises, Government of West Bengal, Mr. K. S. Singhwan, Zonal Incharge, SIDBI and Senior Representative of a Commercial Bank were present. The representatives of M/s. Ramco Systems, Kolkata, presented a presentation on ERP Solutions for SMEs.

Export Awareness Seminar at Asansol

An Export Awareness Seminar was conducted along with ECGC at Asansol on 7th September, 2007. Members from Ukhra Chamber of Commerce, Durgapur Chamber of Commerce and Industry, Durgapur Small Industries Association, Asansol Merchants Chamber of Commerce and Industry, Asansol Chamber of Commerce, Asansol Industrial Chamber of Commerce and Ranigunj Chamber of Commerce were attended the seminar. The event was graced by Mr. Nilotpal Roy, Managing Director, IISCO Steel Plant, Mr. Atin Choudhury, Advisor, A&D, Asansol Engineering College and Mr. R. S. Bhutoria President, Federation of South Bengal Chamber of Commerce & Industry. The members were briefed on the export potential of engineering based industries in Asansol. The Regional Director gave a

presentation on the activities and role of the Council in export promotion of engineering goods, projects and services from India. Mr. J. K. Mohapatra gave a presentation on **"Credit Insurance"** provided by ECGC. Participants got necessary clarifications by the speakers for the queries raised during the open house session.

An Interactive Session on "Post Foreign Trade Policy"

An interactive session on **"Post Foreign Trade Policy"** was organised in association with FIEO on 5th October, 2007 in Kolkata. The Officials from DGFT, FIEO and Dept. of Revenue graced the session. The officials briefed about various points in regard with the Foreign Trade Policy.

Interactive Sessions with New Members at Kolkata

An interactive session with the new members of the Council was organised at regular intervals. The participants were briefed about the **"Role of the Council & Opportunities to Exports"**. Such sessions were organised on 2nd November, 2007, 16th November, 2007 and 23rd November, 2007.

Seminar on "Doing Business with Russia"

An awareness seminar on **"Doing Business with Russia"** on 20th December, 2007 in Kolkata. The focus of the session was to highlight on trade between India and Russia. Also, during the session, it was discussed on the requirement of sector specific studies to ascertain the market potential for various products to Russia. The occasion was graced by the presence of the Consul General of the Russian Federation in Kolkata, Mr. Vladimir V. Lazarev, Mr. I. V. Karavaev, Senior Consul, and Mr. V. A. Ermolaev, Vice Consul of The Russian Federation in Kolkata.

Export Awareness at Siliguri through participation at 2nd East Himalayan Expo'07

Council took part in the **2nd East Himalayan Expo'07** organised by India Trade Promotion Organisation (ITPO) in Siliguri, West Bengal from 25th to 31st December, 2007 by setting up an Information Booth. The objective of taking part in the said exhibition was to create awareness about the role of the Council in Engineering Exports and to promote the promotional activities earmarked for the year. This is basically to tap the North-Eastern Market.

Awareness Programme on RBSM & INDEE-St. Petersburg

Awareness seminar on **Reverse Buyer Seller Meet & INDEE St. Petersburg** was organised in the following

locations inviting the members of the local trade associations in the respective locations :

- ♦ Jamshedpur on 12th February, 2008
- ♦ Bhubaneswar on 15th February, 2008
- ♦ Rourkela on 16th February, 2008

Awareness Programme for Brass and Bell Metal Utensils at Bankura, West Bengal

Awareness programme for **Brass & Bell Metal Utensils** was organised in Bankura along with MSME-Development Institute, Durgapur on 12th March, 2008. Around 250 artisans participated in the programme. A write-up on **"Role of Engineering Export Promotion Council for Development of Brass and Bell Metal Utensil Cluster of Kenjakura, Bankura"** in local lingual (Bengali) was prepared and handed over to the Secretary of Unnayan Samiti, Kenjakura.

Workshop on Casting Simulation Clinic at Kolkata

Workshop on **Casting Simulation Clinic** was organised on 20th March, 2008. Prof. B. Ravi of Mechanical Engineering Department, I.I.T. Mumbai delivered a lecture on improving of methods used in existing casting and methods involved in developing new castings without foundry trials through case studies.

Northern Region

Regional Office – New Delhi

Export Awareness Seminar on Focus Africa

An Export Awareness Seminar on **"FOCUS AFRICA"** was organised in Jaipur on 22nd June, 2007 in association with **Federation of Rajasthan Trade and Industry (FORTI) & Small Industries Service Institute (SISI)**, Jaipur. Mr. Purshottam Aggarwal, Secretary, SISI, Government of Rajasthan was the Chief Guest. In his speech, he addressed on the various export promotion schemes provided by the Government for promoting exports. Council's official gave a presentation on the promotional activities earmarked by the Council during the fiscal. 48 exporting firms attended the seminar.

Export Awareness Programme in New Delhi

A seminar on **"Exports through Subcontracting"** was organised in association with **Institute of Indian Foundrymen (IIF)** in New Delhi on 29th July, 2007. The main agenda of the seminar was providing information on export opportunities by means of subcontracting, INDEE-2007 Exhibition at Johannesburg, MDA Scheme and the forging industry. Officials from IIF, Underwriter Laboratories (India) and ICICI Bank graced the occasion.

The Regional Director gave a presentation on various activities undertaken by the Council during the year and also highlighted about INDEE, Johannesburg exhibition.

Export Awareness Seminar on Focus CIS Countries in New Delhi

An Export Awareness Seminar on **"Focus CIS"** was organised in association with **Faridabad Small Industries Association** on 20th September, 2007. The objective of the seminar was to highlight about CIS Market, INDEE St. Petersburg, IEC Johannesburg, export opportunities and potential in Ukraine, achieving business excellence through Process Approach, alternate Financing & Hedging options for exports. Dr. Petro L.Shmachkov, Counsellor, Embassy of Ukraine represented the Embassy of Ukraine.

Export Awareness Seminar in Ludhiana

An Export Awareness Seminar in association with the Embassy of Republic of Poland was organised on 27th September, 2007 in Ludhiana. Mr. M. M. Gogia, Manager - Projects & PR, Trade & Investment Promotion Section represented the Poland Embassy. Council's official gave a presentation on INDEE St. Petersburg.

Export Awareness Seminar on Focus CIS Countries & SME Workshop in Agra

In association with **Indian Industry Association, Agra** a seminar on **"Focus CIS countries and SME Workshop"** was organised in Agra on 14th January, 2008. Members of the association attended the seminar.

Export Awareness Programme in Ludhiana on Business Opportunities in Australia

A seminar on **"Business Opportunities in State of Victoria, Australia"** was organised in Ludhiana on 23rd February, 2008. Mr. Vijay Susarla, Executive Director, Trade, Ballarat and Ms. Fiona Davey, Manager, Economic Development, Ballarat explained the participants about various business opportunities available in Australia. 40 member companies participated in the seminar.

Sub-Regional Office – Ludhiana

Export Awareness Seminar in Ludhiana

In association with SISI, Ludhiana an Export Awareness Seminar was organised on 19th July, 2007. Council's official gave a detailed presentation about the Role of Council in promotion of exports. About 32 candidates attended the event. Also, the participants were given training on export documentation and export procedures.

Seminar on Banking for Exports

A Seminar on Banking for Exports was organised on 13th September, 2007 in Ludhiana. The said event was held in association with ICIC Lombard. Mr. Subhash Bajaj of Saroopson Exports, Ludhiana, chaired the event. Officials from SISI, Ludhiana, ECGC and JDGFT graced the occasion. 75 firms/businessmen attended the seminar.

Mobilization Programme

During the year under review, Council's Regional Office, New Delhi and Sub-Regional Office, Jalandhar organised various mobilization programmes for the Council's promotional activities like IEC Chicago, IEC Johannesburg, INDEE Johannesburg, INDEE St. Petersburg, Hannover Fair 2008, Reverse Buyer Seller Meet in India, etc.

Southern Region

Regional Office – Chennai

Seminar on CE Marking

A seminar on **CE Marking** was organised in co-ordination with FIEO, Chennai on 25th April, 2007 at Chennai. Mr. G. Kalyan Varma, Manager from M/s. TUV Rheinland (India) Pvt. Ltd., gave a detailed presentation on various aspects of CE Marking. Mr. T.V. Subba Rao, Addl. GM from M/s. RITES Ltd., a testing and certification service provider for engineering sector, also enlightened the exporters on CE Marking. Sixty participants attended the said seminar.

Interactive Meeting on “Rupee Appreciation & Its Impact on Exporters” at Chennai

An interactive meeting on “**Rupee Appreciation and its impact on Exporters**” was organised in Chennai on 28th July, 2007 where the officials from **Indian Overseas Bank** graced the occasion. The officials clarified the queries on Rupee Appreciation, Pre-shipment and Post-shipment Credit etc. The participants were advised about hedging for safeguarding their exports in regard to the Rupee appreciation. Useful interaction took place. 22 participants attended the programme.

Export Awareness Programme at Chennai

In association with ECGC, Chennai an Export Awareness Programme was organised in Ambattur, Chennai on 22nd September, 2007. Mr. Rajeev Ranjan, I.A.S from DIC, Tamil Nadu, graced the seminar. Mr. T. Pattabiraman, Asst. General Manager (Exports), M/s. Ashok Leyland Ltd., Chennai gave a presentation on “**How to get started in Exports**”. The officials from

the Office of the Commissioner of Commercial Taxes (VAT), Central Excise Department, ECGC, SIDBI, explained their role in promoting exports. The Regional Director explained on various promotional activities of the Council and the salient features of the foreign trade. 40 representatives attended the seminar.

Seminar on “Emerging Business Opportunities in Latin America” at Chennai

A seminar on “**Emerging Business Opportunities in Latin America**” was organised in association with the Indo-Latin American Chamber of Commerce and Industry and Southern India Chamber of Commerce & Industry in Chennai on 25th September, 2007.

Honourable Excellency Mr. R. Viswanathan, Ambassador (Designate) to Argentina was the Chief Guest. Also, Mr. S. Ramasundaram, I.A.S., CMD, TIDCO, Chennai, Senior Officials from Embassy of Mexico, Embassy of Dominican Republic, EXIM Bank, ECGC and Bank of Baroda were present in the seminar.

Mr. R. Viswanathan, highlighted the business opportunities available for the Indian engineering products and services as well as the precautions to be taken while doing business with Latin American Countries.

Representatives from their respective countries highlighted about their country's market potential, investment climate and business opportunities to the participants in their presentation. Also, they assured that they would assist them in building the trade relationship between India and their country in long term. Mr. M. Balasubramanian, President, Southern India Chamber of Commerce & Industry, the officials from EXIM Bank, ECGC, Bank of Baroda, also addressed the gathering in the said seminar. 120 executives attended the seminar.

“SME Workshop on Engineering Export – Success in the Global Village” at Chennai

In association with ICICI Bank a “**SME Workshop on Engineering Export - Success in the Global Village**” was organised on 18th October, 2007 at Chennai. Mr. S. K. Prabakar, I.A.S., MD, TIIC, Chennai was the Chief Guest, graced the workshop. Senior Official from ICICI Bank gave a presentation on “**Financing Solution for Engineering Exports**” and senior officials from MSME, HCL Infosystems, TATA Teleservices Ltd., addressed the participants about their respective products and services. Council's Official gave a presentation on INDEE St. Petersburg, IEME Hyderabad, India

Engineering Centers, Marketing Development Assistance for the benefits of the participants. 80 representatives participated in the workshop.

"SME Workshop on Engineering Export – Success in the Global Village" at Coimbatore

In association with ICICI Bank a **"SME Workshop on Engineering Export - Success in the Global Village"** was organised on 2nd November, 2007 at Coimbatore. Dr. Krishnaraj Vanavarayar, Chairman, Bharatiya Vidya Bhavan, Coimbatore was the Chief Guest. Also, Mr. Kasthurirangaian, Chairman of the Council's Functional Committee, Coimbatore graced the occasion. Senior Official from ICICI Bank gave a presentation on **"Financing Solution for Engineering Exports"** and senior officials from MSME, HCL Infosystems, TATA Teleservices Ltd., addressed the participants about their respective products and services. Council's Official gave a presentation on INDEE St. Petersburg, IEME Hyderabad, India Engineering Centers, Marketing Development Assistance for the benefits of the participants. 100 representatives participated in the workshop.

Seminar on "Focus CIS Countries – Emerging Business & Investment Opportunities"

A seminar under **"Focus CIS Countries – Business & Investment Opportunities"** was organised in Bangalore on 16th November, 2007. Honourable Excellency Mr. Vladislav V. Antonyuk, Consul General, The Consulate General of Russian Federation, Southern India, was the Chief Guest for the seminar. Senior Officials of CIS countries (Uzbekistan & Kazakhstan) operating in India attended the seminar. The Chief Guest and the Diplomats from the said Embassies presented the current industrial scenario of these countries and the potential available for development of bilateral trade between India and these countries. In addition, the Speakers from ECGC, UTI World Wide, Bangalore, UL India, Bangalore and M/s. Ensipre Technologies P. Ltd., Bangalore, also took part in the seminar and interacted with the participants with particular reference to CIS Region. Representatives from 80 member-exporters attended the seminar.

Export Awareness Programme at Puducherry

In association with ECGC an **Export Awareness Programme** was organised on 22nd December, 2007 in Puducherry. Mr. V. Vaithalingam, Hon'ble Minister of Industries & Power, Government of Puducherry was the Chief Guest. Senior officer from M/s. Ashok Leyland

Ltd., Chennai highlighted the steps to be taken by the engineering firms to enter the export arena during his address. Representatives from ECGC & SIDBI, Puducherry explained their respective schemes and their assistance provided by them for the export growth. Council's Official enumerated the details of the promotional activities being undertaken by the Council to attain higher growth in export of engineering goods and the support extended by the Government to achieve the same. 35 companies participated in the said event.

Export Awareness Programme at Chennai

An **Export Awareness Programme** in association with the SIDBI, Chennai was organised in Chennai on 29th December, 2007. The President, ICMA, Chennai delivered the keynote address. Senior officer from M/s. Ashok Leyland Ltd., Chennai gave a presentation on Global Footprint, enlightening the participants about the various facets of foreign trade and also the professional approach to overseas marketing in order to be successful in entering the international arena. Senior Officials from SIDBI, Chennai & ECGC, Chennai explained about their services and their assistance towards exports growth. Also, representative from Department of Central Excise, Chennai, outlined the central excise/customs procedures and formalities in the context of foreign trade and provided assistance/clarification. Council's official explained in detail about the emerging market potential for Indian engineering goods overseas, the various promotional activities being undertaken by the Council to ensure higher growth in exports and the Government support in achieving the same. 33 companies participated in the programme.

Seminar on "International Standard Numbering & Bar Coding Systems" at Chennai

A seminar on **"International Standard Numbering & Bar Coding Systems for Export Business"** was organised in Chennai on 10th January, 2008 in association with MSME Development Institute, Chennai. The Regional Director made presentation about the Role of the Council and its promotional activities to enhance export of engineering goods and services for the benefit of the MESME participants.

Sub-Regional Office, Bangalore

Seminar on Focus ASEAN Countries + Australia and New Zealand

A seminar on **"Focus ASEAN Countries + New Zealand & Australia"** was organised in Bangalore on 29th January, 2008. Honourable Excellency Mr. Aminur

Rahman, Consul General & Trade Commissioner, The Australian Consulate General & Trade Commission, was the Chief Guest. The Senior Officials of The Royal Thai Consulate & Malaysian Trade Commission also attended the seminar. The Foreign Diplomats gave presentation on their respective countries highlighting the participants about their respective market potential and industrial climate. Along with the Regional Director of the Council, officials from ECGC, UTI Worldwide India P. Ltd., Bangalore and UL India P. Ltd., Bangalore gave their respective presentations highlighting their schemes/services offered by them in promoting two-way trade between India and the respective countries. More than 50 representatives from member firms participated in the seminar and had interaction with the Foreign Diplomats and other Speakers.

Seminar on "Auto Industry – Global Competitiveness through Innovation"

A seminar on "Auto Industry–Global Competitiveness through Innovation" in association with FKCCI, Bangalore was organised in Bangalore on 5th May, 2007. Minister of Industries, Government of Karnataka was the Chief Guest. Guest Speaker for the event was invited from Automobile Research Institute, Pune. More than 50 auto companies from Bangalore participated.

Seminar on "Customs Procedure"

A seminar on Customs Procedures was organised in Bangalore on 28th June, 2007. Faculties from Institute of Business Laws, Bangalore were invited on this occasion. More than 25 representatives from the exporting companies participated in the programme.

Export Awareness Seminar at Belgaum

An Export Awareness Seminar was organised in Belgaum on 13th July, 2007 in association with VITC. Council's Official gave a presentation on Export Potential for Engineering goods and services offered by the Council. There were also presentations by representatives of ECGC and EXIM Bank. More than 60 representatives of engineering industries attended the seminar.

Seminar on "Export Financing"

A seminar on "Export Financing and Sensitization of FEMA" was organised in Bangalore on 27th July, 2007. Mr. K. C. Holla, Divisional Manager (Retd.), Canara Bank, Foreign Exchange and Mr. Hiremath, Asst. General Manager, RBI, Foreign Exchange Dept. were invited to deliver speech on the said topic. They interacted with the participants in the programme.

Export Awareness Seminar in Bangalore

An Export Awareness Seminar was organised on 7th August, 2007 in association with Peenya Industries Association, Bangalore and VITC in Bangalore. Council's Official gave the presentation on Export Potential for engineering goods and services offered by the Council. Also, representatives from JDGFT, ECGC and EXIM Bank gave their presentations. More than 40 representatives from engineering industries attended the seminar.

Seminar on "Service Tax & Work Contracts" at Bangalore

In association with the "Institute of Business Laws" a seminar on "Service Tax and Work Contracts" was organised in Bangalore on 24th August, 2007. More than 40 persons were participated in the programme.

Export Awareness Programme at Mangalore

An Export Awareness Programme in association with Kanara Chamber of Commerce, Mangalore and VITC, Bangalore was organised in Mangalore on 25th October, 2007. Mr. Kuduva, DGM, Canara Bank, Mangalore was the Chief Guest. Council's Official gave the presentation on Export Potential for Engineering Goods and Services offered by the Council. Representatives from FKCCI, EXIM Bank and ECGC gave their presentation. More than 70 prospective exporters attended the programme.

Interactive Session on Shipping Documentation at Bangalore

An interactive session on Shipping Documentation was organised on 30th October, 2007 in Bangalore. Officials from UTI Worldwide interacted with the exporters on certain issues pertaining to Shipping Documentation.

Sub-Regional Office, Hyderabad

Export Awareness Programme at Vishakhapatnam

In association with ECGC an Export Awareness Programme was organised in Vishakhapatnam on 29th August, 2007. Mr. M. Saikumar, I.A.S., Addl. Export Commissioner & Zonal Jt. DGFT, Chennai was the Chief Guest. Senior officials from ECGC, Mumbai along with the Council's Official addressed the participants. 50 representatives participated in the seminar.

Seminar on "Credit Rating" at Secunderabad

A seminar on "Credit Rating" was organised in Secunderabad on 10th August, 2007. Mr. Mahesh K. Desai, National Vice Chairman of the Council and Mr. P. Ramesh Kumar, Chairman, Functional Committee of the Council for Andhra Pradesh were present along with

other dignitaries. Senior Officials from CRISIL, NSIC & State of Hyderabad addressed the gathering. The main objective of the seminar was to promote the concept of Credit Rating amongst SMEs and enable them to get better financial access from the financial institutions. In the said event, Council's Officer gave a presentation about the various promotional activities of the Council. 35 representatives participated in the seminar.

Western Region

Export Awareness Seminar on "FOCUS AFRICA"

In association with Maharashtra Chamber of Commerce, Industries and Agriculture, Pune (MCCI&A) an **Export Awareness Seminar under Focus Africa** was organised on 14th May, 2007 in Pune. Senior Officers from ECGC, EXIM Bank and MCCI&A were present during the seminar as speakers. Mr. K. L. Sharma, JDGFT, Pune was invited as Chief Guest and he highlighted about various export promotion schemes in his speech. Mr. V. M. Kotadia, Dy. Regional Chairman, Western Region of the Council informed the participants about the growth of the Council and the role played by the Council. in achieving the export target of US\$ 24 Billion for the year 2007. Council's Official gave a presentation about the various promotional activities planned for the year in the African countries and highlighted about Council's IEC in Johannesburg, INDEE, Johannesburg, MDA Scheme etc. Senior Officers of the respective organisation gave their presentation on their service to the exporters.

More than 100 persons from engineering companies from Pune, Mumbai Kolhapur, Nagpur, Nashik, etc. attended the seminar.

Export Awareness Seminar on "FOCUS CIS Countries" at Nashik

In association with Nashik Industries and Manufacturers Association (NIMA) and ECGC, an **Export Awareness Seminar under "FOCUS CIS"** was organised on 12th October, 2007 in Nashik. Mr. K. L. Sharma, JDGFT, Pune was invited as Chief Guest and he highlighted about the various schemes provided by the Government for the exporters in line with the global trade. Mr. Nayan N. Shah, Regional Chairman of the Council's Western Region gave the welcome address. Representatives from ECGC and NIMA gave their presentation on the services rendered by them to the exporters. Council's Official in his presentation highlighted about the promotional activities earmarked for the CIS countries during the year and gave a brief

about INDEE St. Petersburg, Russia. Mr. Paresh K. Mehta, Chairman of Functional Sub-Committee of the Council's Western Region addressed about the MDA Scheme for the exporters. The Senior representative of Citi Bank gave a presentation on "**Foreign Exchange Management**". About 85 persons from engineering companies attended the seminar.

Export Awareness Seminar at Kolhapur

In association with Kolhapur Engineering Association (KEA), Shirolu Manufacturers Association Kolhapur (SMAK), GOSHIMA, Kolhapur, Udyam Cooperative Society and ECGC an **Export Awareness Seminar** was organised on 28th December, 2007 in Kolhapur.

About 115 Micro, Small and Medium Enterprises (MSMEs) and large business houses attended the seminar where Mr. K. L. Sharma, Jt. Director General of Foreign Trade (Jt.DGFT), Pune Region was the Chief Guest.

Mr. Nayan N. Shah, Regional Chairman of the Council's Western Region welcomed the Chief Guest and remarked about the continuous growth of that engineering exports. Senior Officer from JDGFT, Pune and representatives from KEA, SAMK, GOSHIMA, ECGC etc. addressed the gathering and highlighted on various export promotion schemes.

Interactive Meeting with the Vice President of the United Republic of Tanzania

In association with Indian Merchant Chamber (IMC) an **Interactive Meeting with the Vice President of the United Republic of Tanzania** was organised in Mumbai on 24th March, 2008. Hon'ble Vice-President His Excellency Dr. Ali Mohamed Shein of United Republic of Tanzania graced the occasion along with senior dignitaries of his India office and other African delegates. Council's Western Region Officer Bearers also present in the said session along with the President of IMC. Around 100 participants took part in the session.

Mobilization Programme

During the year under review, Council's Regional Office, Mumbai organised various mobilization programmes for the Council's promotional activities like IEC Chicago, IEC Johannesburg, INDEE Johannesburg, INDEE St. Petersburg, Hannover Fair 2008, Reverse Buyer Seller Meet in India, etc.

Open House Meetings/Meeting Government Officials/Agencies

In the reporting year, Official's of the respective offices of the Council attended various meetings and seminars

and gave presentation/lecturer about the Council and its promotional activities. Also, they organised open house meets on specific areas at various intervals. Such activities are summarized below :

Eastern Region

- Training Programme of West Bengal State Export Promotion Society, Kolkata on 15th May, 2007.
- Meeting with the Director of SISI, Kolkata on 19th May, 2007 & 29th June, 2007.
- Meeting with Chambers of Commerce in Ranigunj and Asansol on 7th August, 2007.
- Meeting with Kolkata Port Trust on Trade Surcharge on 15th October, 2007.
- Meeting with Chairman, KPT on Congestion at Kolkata Port on 30th October, 2007.
- Meeting with Kolkata Port on Dwell Time of Containers on 21st November, 2007.
- Meeting with Indian Institute of Metals, Kolkata on 11th January, 2008.
- Meeting with Industry Secretary, Jharkhand on account of INDEE Johannesburg on 7th June, 2007.
- Meeting with Dy. Commissioner & PRO, Directorate of Commercial Taxes, Government of West Bengal on VAT on 25th July, 2007.
- Meeting with the Government Official's of Bhubaneswar, Orissa on 30th July, 2007.
- Meeting with the Commissioner, Directorate of Commercial Taxes, Government of West Bengal on 3rd October, 2007 along with a delegation of Senior Members of the Council in regard to pending VAT claims.
- Meeting with Mr. Vyacheslav I. Irubnikov, Consul General of the Russian Federation on 25th January, 2008.
- Stakeholder Consultation Workshop on India – Japan Free Trade Agreement was organised along with FICCI at Ranchi on 5th March, 2008.

Northern Region

- Meeting with the officials of the Duty Drawback Department, New Delhi on 6th June, 2007.
- Meeting with JDFT, Ludhiana alongwith the Panel Convener and other members of the Fastener Panel for inclusion of Fasteners under Focus Product Scheme on 27th October, 2007.
- Open House Meet with DGFT at Ludhiana on 22nd December, 2007.

Southern Region

- Open House Meeting by FIEO at Chennai on 27th April, 2007.
- Meeting with the Empowered Standing Committee at Zonal JDFT, Chennai on 17th September, 2007.
- Meeting with the Commissioner, Service Tax on 19th September, 2007 organised by FIEO.
- Meeting organised by Tamil Nadu Small and Tiny Industries Association, Chennai on 20th September, 2007.
- Meeting organised by State Export Policy, Dept. of Industries & Commerce, Government of Karnataka at Bangalore on 4th July, 2007.
- Meeting organised by GIBC Hannover Colloquium at Hyderabad on 23rd March, 2008.

Western Region

- Meeting with Zonal JDFT, Mumbai on June, 2007.
- Meeting with the Commissioner (Exports), JNPT, Mumbai on June, 2007.
- Meeting with the Officials of IIT, Mumbai on 17th June, 2007.
- Meeting with the Officials of Science & Industrial Research, Bhopal and Madhya Pradesh State Industrial Development Corporation, Bhopal on 4th July, 2007.
- Meeting with RBI, Mumbai on 11th July, 2007.
- Open House Meeting organised by FIEO at Mumbai on 13th July, 2007.
- Meeting with Sales Tax Commissioner, Mumbai on 16th July, 2007.
- Port Customers Meeting organised by JNPT, Mumbai on 25th July, 2007.
- Meeting with Empowered Standing Committee at JDFT, Mumbai on 27th July, 2007.
- Meeting with Commissioner of Customs (Exports), Nhava Seva on 2nd August, 2007.

TRAINING PROGRAMMES

Eastern Region

Workshop-cum-Training Session on Banking Solutions for Trade

A full day programme on "Workshop-cum-Training Session on Banking Solutions for Trade" was organised in Kolkata on 14th September, 2007. This was the first training programme of the series which the

Council had launched to cover the different aspects of trade related issues and benefit all the exporters as well as entrepreneurs of the engineering sector. The session was graced by the presence of the Regional Chairman of the Council along with the Council's Official. Distinguished Panels of speakers were invited to deliberate the members on the above subject.

Management Development Programme with IIFT

In association with IIFT, Kolkata Chapter a 2 days programme on **Management Development Programme** was organised on 22nd February, 2008. The topic of the programme was "**Export Marketing for SMES**". The Regional Chairman graced the occasion along with the faculties from IIFT.

Certified Export Managers Course

The Certified Export Managers Course for 4th batch commenced from 28th January, 2008. The duration of the course was for 8 weeks, comprising of 40 sessions of 2 hours each, 5 days a week. The faculty included business executives and professionals from the engineering industry, DGFT officials, senior executives from reputed banks and financial institutions and senior executives of the Customs and Excise Department.

Northern Region

Council's Sub-Regional Office, Jalandhar organised a 2 days Seminar-cum-Training Programme on 20th and 21st June, 2007 in association with FIEO at Hotel President, Jalandhar. The programme was aimed at updating technology up-gradation needs and Foreign Trade Policy. Faculties were invited from JDGFT, and ECGC. Regional Chairman along with the Office Bearers of Northern Region of the Council graced their presence during the programme. More than 150 members of the Council and other associations participated in the two days programme.

AWARD FUNCTIONS

All India Award Function

Council's All India Award Presentation Function in recognition of outstanding export performance in engineering goods and services during 2005-06 was held on 1st June, 2007 in the Ball Room, Hotel Le Meridien, New Delhi. Mr. Kamal Nath, Hon'ble Union Minister of Commerce & Industry who was the Chief Guest at the function, gave away the awards to the meritorious exporters. Top Exporters under Gold Trophy category was awarded to 4 companies, Top Exporters under Silver Trophy category was awarded to 4 companies,



Release of Strategy Paper on Engineering Process Outsourcing by Mr. Kamal Nath, Hon'ble Minister of Commerce & Industry, Govt. of India in New Delhi on 1st June, 2007 on the occasion of EEPC All India Export Award Function.

under the Star Performer category 70 companies received their award, 5 companies awarded under the category for Special Contribution and 3 companies were awarded under Maximum Participation in Council's Promotional Activities. Hon'ble Union Minister of Commerce & Industry had also been released "**Engineering Process Outsourcing**" publication at this function.

EASTERN REGION

Council's Regional Office, Kolkata, organised its 24th Regional Export Awards, for 2005-2006, on 28th February, 2008 at Grand Hotel, Kolkata, to celebrate the achievements of the Council's members, in the field of exports. Mr. Manabendra Mukherjee, Hon'ble Minister, for Micro & Small Scale Enterprises and Textiles & Tourism, Government of West Bengal was the Chief Guest. Mr. Guenter Wehrmann, Consul General of Germany, Mr. Rakesh Shah, Chairman of the Council, Mr. R. P. Sehgal, Regional Chairman and other Government Officials, graced the occasion. Top Exporters under Gold Trophy category was awarded to 4 companies, Top Exporters under Silver Trophy category was awarded to 4 companies, under the Star Performer category 35 companies received their Silver Shield and 4 companies awarded under the category for Special Contribution towards Highest Export Growth with Silver Plaque.

NORTHERN REGION

Council's Regional Office, New Delhi celebrated the Regional Award Presentation Function for the year 2004-05 at Hotel Mountview, Chandigarh on 7th June, 2007. Honourable Chief Minister of Punjab Mr. Sardar

Parkash Singh Badal was the Chief Guest. Also, Honourable Mr. Manoranjan Kalia, Ministry of Industry & Commerce, Punjab was invited as the Guest of Honour. Top Exporters under Gold Trophy category was awarded to 3 companies, Top Exporters under Silver Trophy category was awarded to 3 companies, 36 companies received their awards under the Star Performer in product groups category and 5 companies received Trophy for Special Contribution in exports.

SOUTHERN REGION

Council's Regional Office, Chennai organised the Regional Export Award Presentation Function on 24th November, 2007 in Puducherry. Hon'ble Chief Minister of Puducherry, Mr. N. Rangasamy graced the function as the Chief Guest and presented the awards to the 67 meritorious exporters for their outstanding export performance during 2005-2006. Mr. Mahesh K. Desai, Vice Chairman, Mr. B. Chandrasekharan, Regional Chairman, Mr. R. K. Mutha, Dy. Regional Chairman and the Chairman of the Export Award Sub-Committee, Mr. R. Maitra, Executive Director and other Government Officials, graced the occasion.

WESTERN REGION

The Regional Office, Mumbai organised the Regional Export Award Presentation Function for the year 2005-06 on Wednesday, the 16th January, 2007 in Mumbai. Hon'ble Mr. Ashok S. Chavan, Minister of Industry & Mines, Cultural Affairs and Protocol, Government of Maharashtra was the Chief Guest and presented the awards to the meritorious exporters for their outstanding contribution in export of engineering goods, services and projects during the year 2005-06. Mr. Nayan N. Shah, Regional Chairman graced the function along with other dignitaries. Eight companies received award under the category Trophy for Top Exporters, 50 companies were awarded under the category Trophy for Star Performers, 5 companies were awarded under the category of Special Contribution and one company was awarded for Maximum Participation in Council's Promotional Activities in 2005-06. Apart from exporters, a number of dignitaries were also present.

PUBLICITY

Publications

a. Indian Engineering Exports - ie²

A monthly magazine, which covers issues, related to exports, policy, domestic industry, general economy, country profile etc. and the articles are

more analytical and research based. It provides necessary feedback to all the members of the Council and also to its subscribers. This is circulated to select Chambers of Commerce, Indian mission located overseas, foreign diplomatic missions located in India and various Government Ministries/Departments at the State and Central level, leading Chambers of Commerce, Trade bodies and key figures in the Indian industry and banking.

b. Engineering Export Info Bulletin

Council continues to publish the **Info Bulletin**, which a weekly magazine in electronic format and it is disseminated among all its members by E-mail. The electronic version of the bulletin covers overseas information like Market Survey Reports, Country Profiles, Trade Regulations, Tenders and Enquiries, Advance Information on International Exhibitions and Trade Fairs as well as information on domestic events. It circulates the information on Government Policies and Regulations, EXIM Policy, Exchange Control, Export Credit, Export Finance, Central Excise etc. Through this bulletin, members are apprised of promotional activities organised by the Council such as Exhibitions, Buyer Seller Meets, Trade Delegations, Business Awareness Seminars and so on.

A bi-monthly newsletter names **Access** is being brought out by the Regional Office of the Council, Eastern Region, which is a very popular publication among the members of the Eastern Region.

The Council also brings out many other publications. These include Council's introductory booklet **EEPC at Work**, Product Catalogues, Journals and event specific booklets & profiles. These give a first-hand idea about the latest developments in the Indian Engineering Industry, its technical expertise and capabilities to cater to the needs of overseas markets.

Some of them are as follows:

1. EEPC at Work

This is the introductory booklet of the Council highlighting its objectives, promotional activities in India and abroad while detailing the current status of engineering exports from India. It gives a brief idea about the services offered to the Indian exporters and their counterparts abroad. This is the most widely circulated publication of the Council, both in India and overseas and reaches to the target

audience during various International Exhibitions, Trade Delegations, Buyer Seller Meet etc. This publication is also being sent to important Chamber of Commerce abroad, Indian Missions and Embassies all over the world and Foreign Diplomatic Missions in India. The Council brought out a new revised **English** edition of this publication in January 2007. Besides this, the **Russian** version of this publication was released in February 2008 on the occasion of INDEE St. Petersburg and a **Spanish** version in July 2007.

2. Event Specific Publications

- ♦ Multi-coloured Participants Profile for Hannover Fair, April 2007.
- ♦ Participant's Catalogue for India Pavilion at Pak Pharma Expo, Karachi, Pakistan.
- ♦ Participant's Catalogue for India Pavilion at EMAQH, Buenos Aires, Argentina.
- ♦ Participant's Catalogue for Multi Products Trade Delegation to Thailand, Malaysia & Philippines.
- ♦ Participant's Catalogue for Multi-Product Delegation to Algeria and Morocco.
- ♦ Post Event Report on INDEE Johannesburg.
- ♦ Participant's Catalogue for India Pavilion in MIDEST, Paris, France.

3. Product Catalogues

- ♦ A Product Catalogue on **Pumps - All Types**.

4. Yearly Publications

- ♦ Telephone Directory of Working Committee Members of the Council.
- ♦ 52nd Annual Report of the Council for the year 2006-07 in English & Hindi.

Award Function 2005-06

Council's All India Award Presentation Function for the year 2005-06 was held in New Delhi in June 2007.

- ♦ A **Brochure** containing details of the Award Winners in various categories was published on the occasion.
- ♦ **Chairman's Speech** was released in printed booklet form.
- ♦ Well-designed **Certificates** were prepared and distributed to meritorious exporters for the year 2005-06.

- ♦ Council organised fabrication of **Trophies** for Award Winners for the year in recognition of their export performance in different categories.
- ♦ Individual **Badges** were also prepared for all the Award Winners and guests who graced the occasion.

Press Releases/Press Conferences

- ♦ Press releases were issued before and after all the major events organised during the fiscal year.
- ♦ Press meets were organised during the year to highlight achievements on the overall engineering exports front and its efforts to promote engineering exports through its exclusive exhibition INDEE in Johannesburg and St. Petersburg and a series of Buyer Seller Meets at 8 locations across the country.
- ♦ Press meets were also organised on the occasion of Council's All India Award Function and Regional Award Function.
- ♦ In all the press conferences, the National Chairman of the Council briefed the press and electronic media through pictorial and DVD presentations.

Besides, Council issued various Press Releases from time to time during the year to keep the media updated of its views on various issues including, Foreign Trade Policy, Union Budget, Rupee appreciation, Rise in Steel Prices, Cluster Development and the success of Council's participation in international exhibitions etc.

Media Publicity (Domestic & Overseas)

1. All India Award Presentation Function

A 3 page newspaper supplement was brought out in all the nine editions of "The Financial Express" on the occasion of Council's All India Award Presentation Function held in New Delhi on 1st June, 2007.

2. INDEE Johannesburg, South Africa

Council had organised its exclusive engineering exhibition INDEE Johannesburg in October 2007 in which 175 member firms participated. To attract visitors and foreign buyers, advertisements were published in local newspapers. Prior to this, Council also published colourful **Fliers** to be circulated in India to mobilize participants and South Africa to attract visitors in large numbers. A special **Lapel Pin** was fabricated on this occasion containing the flags of India and South Africa.

3. INDEE St. Petersburg, Russia

Council organised its 18th exclusive engineering exhibition INDEE at St. Petersburg, Russia in March 2008 in which 141 member firms from all over the country participated. To attract visitors and foreign buyers, advertisements were published in local newspapers. Prior to this, Council also published colourful fliers to be circulated in India to mobilize participants. A special **Lapel Pin** was fabricated on this occasion containing the flags of India and Russia. The Russian version of Council's introductory booklet "**EEPC At Work**" was also published on this occasion.

TRADE INFORMATION DIVISION (TID)

In the reporting year, Trade Information Division continued its efforts to provide information to exporting community, Government and in-house in the areas of market intelligence, export potential of Indian engineering products and services.

TID – Head Office

♦ Mailing Campaigns

Disseminated various Government circulars, notifications, public notices, etc. through mail to all members of the Council on regular basis. Also undertook mailing campaigns for Council's various promotional activities held during the year.

♦ Info Bulletin

Council's E-Newsletter "**Info Bulletin**" containing various information's such as Market Survey Reports, Commercial Information, Tenders, Trade Enquiries, Important Notices/Circulars issued by the different Government Departments were compiled and edited by this department. The same was hosted in the website of the Council and disseminated to the members by E-mail on weekly basis.

♦ Trade Enquiries

Trade Enquiries received through Council's Foreign Offices, Indian Embassies/Missions abroad, direct from the party had been provided to all members of the Council on weekly basis by the Department. In this regard, this division developed a format for verification purpose before publishing/disseminating the same to the members. Also, these enquiries were sent to all members on weekly basis.

♦ Knowledge Partner/Event Partner

This division liaison with various service providers and agencies which were helpful for the manufacturers and exporters and invited them as Knowledge Partner and Event Partner for various activities undertaken by the Council.

♦ ERP (Enterprise Resource Plan)

It was felt necessary that a centralized database have to be in place to coordinate, control and implement diverse activities of the Council. In order to work out an integrated data structure relating the main functions of the Council, it was found prudent to implement the ERP system in the Council. The functional areas covered in this integrated system are Finance (Accounts and Budget), Membership, Promotional Activities and Events, Statistics, Awards, Publications, Secretarial Functions and Legal Case Management. It is hoped that once the ERP becomes fully functional, there would be much better management of promotional activities and a seamless synchronization between all functional departments.

♦ Marketing on Council's Website

Members are aware that the Council is having its own Website. A good number of firms have already registered their names in the Council's Website, which is exclusively for the engineering sector. The Council being a Government sponsored organisation adds confidence to overseas buyers and hence companies who have hosted their homepages/hyper-linking have benefited enormously. Members are availing the services by paying minimum annual service charges of Rs. 2500/-.

TID – Territorial Office

- ♦ Interacted with South African High Commission and Russian Embassy in Delhi for visas to all the INDEE participants and EEPC officials.
- ♦ Disseminating Importers List of various engineering products to the members.
- ♦ Prepared Exhibitor Manual, Shipping Manual and general Visas Guidelines for participating members for INDEE J'burg and INDEE St. Petersburg.
- ♦ Helped in organising Indo-LAC, Indo-Europe Meet in Delhi on 28th February, 2008 and Indo-CIS Meet at Ludhiana on 3rd March, 2008.

- ♦ Meeting with High Power Delegation headed by Mr. Andre-Philippe Futa, Minister of National Economy & Commerce of the Democratic Republic of Congo and H.E. Ambassador Mr. Francois Balumuene, Embassy of D.R. Congo in New Delhi along with 15 congolese delegates and discussed various bilateral trade issues including forthcoming events of the Council.
- ♦ Meeting organised with H.E. Mr. Vyacheslav Ivanovich Trubnikov, Ambassador (E&P), Embassy of the Russian Federation at Russian Embassy, New Delhi on 23rd January, 2008 to discuss various trade issues along with organisation of INDEE St. Petersburg.

ACTIVITIES OF PANELS AND COMMITTEES

In the reporting year, Commodity Panels and Territorial and other Sub-Committees, which comprise member-exporters and representatives from service

organisations, ably assisted Council in various trade related aspects. These Panels and Sub-Committees met at regular intervals at different locations and discussed various issues faced by the exporters. They reviewed the export performance, fixed new target and discussed issues relating to project, product and service exports, identified constraints faced by exporters and suggested suitable remedial measures.

In addition to the above, Regional Committees and Functional Committees and also the Sub-Committees constituted at Regional level met at regular intervals and assisted the Council in its effective functioning. Many of the local issues were resolved through the efforts of these Committees. The observations/suggestions of these Committees were discussed at Regional and Central level and appropriate steps initiated. Details of Panel meetings and Sub-Committee meetings took place during the year as follows:

PANEL MEETINGS

Sl. No.	Name of the Panel and Panel No.	Date of Meeting	Place
1.	Pumps All Types (P-28)	09.04.2007 30.07.2007	Bangalore Chennai
2.	Ferro Alloys (P-37)	13.04.2007 01.09.2007	Kolkata Hyderabad
3.	Sanitary Castings (P-20)	25.04.2007 12.10.2007 19.02.2008 17.03.2008	Kolkata Kolkata Kolkata Kolkata
	Sanitary Castings (P-20) and Ferrous Industrial Castings (P-21) {organised jointly}	11.09.2007	Kolkata
4.	Hand Tools (P-15)	27.04.2007 31.03.2008	Jalandhar Jalandhar
5.	Small & Cutting Tools including Engineers Files (P-34)	25.05.2007	Mumbai
6.	Railway Rolling Stock and Components, Signalling Equipments and Other Transport Equipments including Air-Crafts, Ship Building and Repairing etc. (P-36)	25.05.2007	Kolkata
7.	Stainless Steel House ware Products (This will cover Utensils, Cutlery, Kitchen Equipments etc.)(P-38)	13.06.2007 03.08.2007	Mumbai Chennai
8.	Machine Tools (P-14)	22.06.2007 30.11.2007	Kolkata Bangalore

Sl. No.	Name of the Panel and Panel No.	Date of Meeting	Place
9.	Mica and Other Mineral based Products (P-32)	29.06.2007 04.12.2007	Kolkata Kolkata
10.	Industrial Machinery – Others including Heating, Cooling and other Air-conditioning Equipments. (P-05)	29.06.2007 12.11.2007	Ahmedabad Mumbai
11.	Automobile Components, Spare Parts, Accessories including Storage Battery for Automobile Application and Auto Servicing Garage Equipments. (P-07)	06.07.2007	Ludhiana
12.	Instruments – all types (P-35)	18.07.2007 31.03.2008	New Delhi New Delhi
13.	Steel Pipes, Tubes & Fittings thereof Panel (P-17)	25.08.2007	Chennai
14.	Fastners All Types (P-27)	27.08.2007	Ludhiana
15.	Fabricated Steel Structures incl. TLTs (P-16)	30.08.2007	Kolkata
16.	Construction & Earthmoving Machinery incl. Cranes, Hoists, Mining Equipments & Tractors for construction and earthmoving purpose (P-30)	31.08.2007	Hyderabad
17.	Steel Forgings – All Types (P-22)	28.09.2007	New Delhi
18.	Other Steel Product – All Type (P-19)	19.10.2007	Mumbai
19.	Internal Combustion Engines, Compressors and parts thereof. (P-09)	02.11.2007	Rajkot
20.	Electric and Home Appliances, Fans, Sewing Machines, Dry Batteries, Torch Lights and other Electrical Manufactures-N.O.S. (P-12).	23.11.2007	Kolkata
21.	Iron and Steel (P-13)	30.11.2007	Mumbai
22.	Bicycles, Bicycle Components and Accessories (P-8)	03.12.2007	Ludhiana
23.	Motor Vehicles excl. Two/Three Wheelers (P-06)	14.12.2007	Chennai
24.	Industrial Machinery for mfrs. of sugar, paper, cement etc.(P-02)	25.01.2008	Mumbai
25.	Ferrous Industrial Castings (P-21)	13.03.2008	Kolkata

SUB-COMMITTEE MEETINGS

Sl. No.	Name of the Committee / Sub-Committee	Date of Meeting	Place
1.	Award Sub-Committee	05.05.2007	Kolkata
2.	Sub-Committee on Trade with West Europe	31.05.2007	New Delhi
3.	Membership & Panel Sub-Committee	09.07.2007	Kolkata
4.	Sub-Committee on MDA/MAI	07.08.2007	New Delhi
5.	Sub-Committee on Trade with CIS Countries	01.09.2007	Hyderabad
6.	Sub-Committee on North America	20.12.2007	Kolkata

Points of Discussion & Decision taken at various Panel Meetings

Pumps - all types Panel

- It was decided to put up India Pavilion in the next Pumps Systems Asia exhibition during the next financial year 2008-09 to be held in Singapore.
- It was decided to bring out product catalogue for the Pumps sector.
- The Panel has fixed the target for the Pumps – all types Panel as follows :
 1. 2007-08 : Rs. 1400 crores
 2. 2008-09 : Rs. 2000 crores
 3. 2009-10 : Rs. 2600 crores
- The Panel, after a detailed deliberations, arrived at a consensus to participate in the following events overseas :
 - (i) India Pavilion in the Pumps & Systems Asia 2008, Singapore;
 - (ii) Trade Delegation to Latin American Countries, viz., Brazil and Argentina.

Ferro Alloys Panel

- Members pointed out that Anti-dumping case in Europe was going on against China & Kazakhstan. After the case the Europe market will look at India and it was decided that Council could have either a BSM in Europe or invite buyers from Europe and have reverse BSM in India for Ferro Alloys products.
- Regarding the radiation problems the National Chairman informed the members that the US Trade Policy Forum was aware of the problem regarding detection of contamination in a few containers of castings and fencing materials being exported from India to United States. The US Customs have clarified that the third party inspection certificates are not being accepted in view of the fact that two Indian companies, were black listed, despite the fact that their consignment carried a third party certificate. The US Customs have also clarified that there is zero tolerance limit for such a contamination. He also advised the companies to have their containers tested personally for contamination before sending it to US because the cost of containers coming back from US would be very high.
- DEPB Scheme has been extended for one more year till May 2008, but it was decided that members

should submit Duty Drawback data in prescribed format.

- Since the Ferro Alloys industry had to pay huge power cost, the Industry was becoming in-competitive in the Global market, the members requested the Council to write to the Government to include Ferro Alloys product in the Focus Product Scheme so that the exporters could be entitled for Duty Credit scrip equivalent to 2.5% of FOB value of export.
- To emphasis on allocation of power to the Ferro Alloy Industry on par with international tariff, and expressed concern over steep reduction in customs duty on import of ferro alloys, waiver of import duty/CVD/excise duty, sales tax, etc. on imports from neighbouring countries like - Bhutan and Nepal, etc.

Sanitary Castings Panel

- It was agreed that floor prices should increase by 2 cents per lb. FOB for export of C. I. Castings to USA and floor prices should increase by US\$ 40 for export of C. I. Castings to Middle East and Gulf countries (except Saudi Arabia) effective from 14th May, 2007.
- Regarding installation of Radiation Gate at Kolkata Port Trust and Haldia Port Trust, a decision was taken to call the US officials from homeland security in India or BARC officials for having a fully automated detector system for checking the calibrations of the machines.
- It was decided to increase Floor Price of C.I. Sanitary Castings (Public Works Castings/Non-Public Works Castings) to USA by 3 cents for heavy items like manhole covers which fall under Public Works Castings (i.e. 31.0 cents per lb. FOB) and 3.5 cents for light items like Valve Box under the Non Public Work Castings (i.e. 33.0 cents per lb. FOB). For Middle East and Gulf countries, the price has to be increased by US\$ 70 FOB Net PMT (US\$ 680.00).
- It was decided to issue a Floor Price circular by the Council, considering the difficult marketing condition in US due to bad weather, recession etc., by increasing the price by 3 cents for heavy items like Manhole Covers which fall under Public Works Castings and by 3 cents for light items like Valve Box under the Non Public Work Castings. For Middle East and Gulf countries, members opined

that Floor Price should be increased by US\$ 70 FOB Net PMT.

- In view of steep increase in raw material prices including Pig Iron, Hard Coke and Ferro Alloys, the panel decided to increase the Floor Price w.e.f 1st April, 2008.

Floor Price for exports to USA

C. I. Manhole Cover and Frames, Grates Catch Basin, C. I. Frames and Grates, C. I. Ring and Cover, Extension Ring (Public Works Castings)	40.0 Cents per lb.FOB
Valve Box, Meter Box, Service/ Roadway Box, C. I. Gate Box, Hydrant Box, Surface Box, Water Meter Curb Box (Non Public Work Castings)	42.0 cents per lb.FOB
Floor Price for exports to Middle East & Gulf Countries	
Manhole Cover and Frames, Grates Catch Basin, C. I. Frames and Grates, G. I. Rings & Covers, Extension Ring, Frames & Covers, Carriageways, Handle Hole Covers, Trench Grates	US\$ 875.00 FOB Net per MT Indian Ports

Hand Tools Panel

- The dollar depreciation and raw materials price hike has compelled the Hand Tools Industry to increase the prices by at least 15% and all members were requested to circulate the information to their buyers through a common letter advising about reason of Price Hike. Government may be urged to control the raw material prices.
- The labour problem due to shortage of labour needs to be tackled by the Industry itself. As there is shifting of the same worker at higher wages in the same city, exporters are unable re-schedule their production due to labour problem. Industry urged not to offer higher wages due to temporary shortages of labour.
- Electricity Department has started levying power cuts and situation seems to be worsening in the coming months of June and July. There is no provision for enhancing the power production and exporters find it difficult to run their units on

generators, as the cost of production is far more than power supply by PSEB.

- To include Hand Tools in the Focus Product Scheme of DGFT.
- The New scheme to replace DEPB should run parallel to DEPB for at least six months or one year before DEPB is withdrawn.
- The Government should be pressed to open the road route for exports of engineering goods to Pakistan. This will help the Indian Exporters and bilateral trade between two countries.
- To allow MDA through direct participation in the EXHIBITIONS/TRADE FAIRS/ DELEGATIONS. There should be no hard and fast condition of fourteen days clear notice.
- Raw material prices need to be contained as it has become difficult to survive for SMEs in the today's competitive atmosphere.
- The Dollar depreciation has caused huge loss to many exporters and Government should compensate the exporters against such fluctuations.
- There should be a National Policy on Raw Material and prices should be contained immediately.
- The value cap in some of the items has become null and void due to increased raw material prices needs to be revised.
- MDA 14 days notice should be eliminated and direct participation be allowed.
- Currency fluctuation should be duly compensated.

Small & Cutting Tools incl. Engineers Files Panel

Discussed issues for achieving higher export growth from the Panel :

- Mr. K. L. Dhingra, Panel Convener complimented the members for their outstanding performance in export of products from the Panel, which is more than average growth in engineering goods exports in the last two years. He requested the member exporters to keep momentum going and scale greater heights in exports. Members expressed that they are concerned of the issue of up-gradation of Rupee against Dollar and requested the convener to take up the issue through the Council at the highest level. The Secretariat informed the members present regarding Council having made representation to RBI and Ministry of Commerce

and along with the supporting survey report sale indicating for export sales have shown downward trend. Council has requested for the following measures of the exporting community on an immediate basis.

- (1) Offering export credit at Bank Rate plus 50 basis points.
- (2) Offering enters on EEPC Account.

It has been further mentioned that for one per-cent appreciation in Rupee leads to the loss of 16 lac jobs and hence 10% appreciation Rupees value has resulted in the job losses of 1.6 million.

Policy Issues

- Mr. K. L. Dhingra informed the members present regarding extension of DEPB scheme till 31.3.2008 due to Council relentless efforts in getting the extension. Panel Convener Mr. Dhingra placed on the table issue raised by M/s. Shimaksha Tool Co. regarding listing of Small & Cutting Tools including Engineers Files items under 12.5% VAT category in the State of Maharashtra as against 4% in the Northern State - Haryana/Punjab and Eastern State - West Bengal. He requested the Secretariat to make a representation and take up with the authorities at the State Level.
- One of the member's present Mr. Poojary of M/s. YG-1 India expressed concern over flooding Indian Market with Chinese Products (Small Cutting) on less prices thereby making the Indian manufacturers un-competitive in their own country. M/s. YG-1 India sought Council's help in curbing the Chinese menace. At this, Panel Convener requested M/s. YG-1 India to send their representation to EEPC India with supporting papers for consideration in Anti-Dumping of products from China and to enable Govt. consider taking appropriate measures.

Railway Rolling Stock & Components, Signalling Equipments and other Transport Equipments incl. Air-Crafts, Ship Building and Repairing etc. Panel

- It was decided to collect necessary feedback from all Panel members on export target for this Panel for the year 2007-08.
- It was decided to request Council for consideration of its participation in few specialized internationally reputed conventions/exhibitions exclusively connected with Railway items such as

Business on Rails Conference & Exhibition in Brazil, AusRAIL Plus in Australia and Inno Trans in Germany in the Council's Promotional Activities for 2008-09.

- It was decided to bring out product catalogue.

Stainless Steel House ware Products Panel

- Customs Appraisers are raising objections when there are non-stainless steel components such as Plastic/Wooden Handles, Plastic/Glass Lids, in any stainless steel utensil/cutlery for exported under drawback schedules tariff item 7323. This was clarified under the DEPB regime. Needs to be clarified under the Drawback Scheme as well.
- Mr. Sulekh Jain, Convener of the Panel chaired the meeting. The Panel expressed concern over the slow growth in exports of the products covered by the Panel. The Convener stressed the need for aggressive marketing drive for promoting export of the Panel products.

Machine Tools Panel

- Mr. Rakesh Shah, Chairman of the Council, graced the Panel meeting. Mr. K.R. Pandian, Convener of the Panel mentioned that value addition in this Sector was very high and the delivery time was also long. The Rupee appreciation is particularly affecting this sector, as forward booking would not help. In fact there was huge loss in employment due to drop in exports, i.e., for every 1% drop in exports there would be a loss of 1.6 lakh jobs. There has been 10% drop in exports due to Rupee appreciation, thus 16-lakh losses of jobs. There was a Committee to find out production and employment loss that would probe into the matter and look for appropriate solutions, the Panel Convener said.
- Mr. Rakesh Shah, National Chairman, suggested that Seminars on Forfeiting, Forex Management and Hedging opportunities be organised for the benefit of the members of the Council.
- Panel members suggested that the MDA Scheme be extended to the participation of member firms in non-EEPC India sponsored overseas product specific trade fairs and exhibitions also as was done earlier.
- Panel members also suggested for an increase in the quantum of MDA while taking into account the exorbitant cost of shipment of exhibits, stall rentals and airfare.

Mica and Other Mineral based products Panel

- A target of Rs. 750 crore was fixed for the year 2007-08.
- It was decided that the Council should follow-up the representation submitted to the Ministry regarding inclusion of Mica and Mica based products (H. S. Code Nos. 2525, 8545) in the 'Focus Product Scheme' of Government of India.
- It was decided that the Council should take-up the issues regarding Export Cess and imposition of Excise Duty on Mica and Mica based products with the Government.
- It was decided to request the Council to approve the Panel's proposal to conduct market study on India's Mica and Mica products export to few select focus and non-focus countries.
- It was decided to bring out product catalogue.

Industrial Machinery - Others incl. Heating, Cooling and other Air-conditioning Equipments Panel

Members reasoned the following for falling growth rate in export:

- (a) Lack of proper infrastructural facilities in ports.
- (b) Procedural delays in making shipments.
- (c) Lack of initiative for technical up-gradation.
- (d) Rupee appreciation.

Policy Issues :

- Request for fixation of DEPB rates on Pressed Roller Bearing Cages/Pressed Ball Bearing & Brass Cages (SION Nos. C-1973, 1974 & 1993 respectively) was made by M/s. Harsha Engineers Ltd., Ahmedabad.
- Problems faced due to non-availability of DEPB/DBK for Humidification Plant causing fall in export of the item, was referred by M/s. Draft-Air Intl. (I) Pvt. Ltd., Ahmedabad.
- Panel convener showed his dissatisfaction towards Rupee appreciation for the last one year. Panel convener however mentioned that exporters must now learn to live with appreciating Rupee and resort to forex hedging. He further requested Council to organise training programmes on hedging. Regional Director informed that in every seminar, Council is holding a talk on Forex hedging.

- Mr. Hedge of Blue Star informed that DEPB rates have come down because of which they are not able to compete. Panel convener informed as custom duty is coming down DEPB is bound to come down.
- Mr. Patankar of M/s. Supa Sales has pointed out that they are facing difficulties in getting the permission for stuffing their products at factory. He informed that customs are insisting for individual application for giving permission for the stuffing of the products at the warehouse. He suggested that there should be a provision for periodical permission for at least 1 year. Secretariat requested the members to write to the Council about problems of factory stuffing so that the matter can be taken up.
- Members informed that shipping bills and DEPB scrip does not appear in EDI systems and the same has been informed to DGFT. Secretariat informed that they are in regular touch with DGFT and the members can write to Council with shipping bill details. Members also informed that customs are taking time for cancellation of bond. They suggested that Council should look in to the matter so that there should be a time bound i.e. for 30 to 60 days.
- Members informed that custom department is not allowing payment of custom duties through the duty credit scrip's issued under the focus market scheme. Secretariat informed that instructions have already been given to all the Commissioners at EDI locations for manual filing of BEs for Focus Product and Focus Market Scheme.

Automobile Components, Spare Parts, Accessories incl. Storage Battery for Automobile Application and Auto Servicing Garage Equipments Panel

- Under Focus Market Scheme the documents required to justify the export to a focus market should be relaxed or the number of documents be specified.
- The service tax paid on services by an exporter should be reimbursed including commission paid to the overseas agents.
- VAT Refund should be expedited as capital of the members gets blocked in VAT refund.

- MDA should be available on the Sales-cum-Study tour abroad and also on all international exhibitions.
- Members were informed about the IEC Chicago and Johannesburg and benefits available to the members.
- Members were requested to participate in INDEE St. Petersburg, Russia to be organised in March 2008.

Instruments – all types Panel

- The important point discussed was pertaining to decline in the export due to steep rise in the domestic prices of steel and Rupee appreciation.
- Steel Pipes, Tubes & Fittings thereof Panel.
The salient features of the VAT systems introduced by the Government of Tamil Nadu which came into effect from 1st January, 2007 were explained in detail by the Joint Commissioner (VAT), Department of Commercial Taxes, Government of Tamil Nadu, Chennai.
- The Panel fixed the targets as follows:
US\$ 1250 million for 2007-08
US\$ 1425 million for 2008-09
US\$ 1650 million for 2009-10

Fasteners all types Panel held on 27.08.2007 in Ludhiana

- It was decided at the above meeting that Fasteners Panel being labour intensive should be covered under Focus Product Scheme of DGFT like Hand Tools Panel.

Fabricated Steel Structures incl. Transmission Line Towers Panel

- A target of Rs. 1330 crore was fixed for the year 2007-08.
- It was decided that existing floor price of fencing materials for export to North America would continue till further notice.
- It was decided to request the Council for inclusion of few specialized exhibitions such as FABTECH, FENTECH etc. in North America and fielding delegation to EU countries coinciding with any specialized exhibition in the calendar of promotional activities of the Council for 2008-09 for the benefit of Panel members.
- It was decided to inform Panel members about the latest development on release of VAT refund by S. T. Authority from time to time.

- It was decided to publish product catalogue on receipt of sufficient responses from Panel members.

Construction and Earthmoving Machinery incl. cranes, hoists, mining equipments and tractors for construction and earthmoving Panel

- Mr. Rakesh Shah also informed that the Council is planning to organise a Global Conference on Engineering Process Outsourcing from India which will be attended by the users of India's design and technology. Here the Council is going to have special focus on Process Outsourcing to promote EPO for engineering sector.
- The Convener said that the Council also had commissioned a Study on Engineering Process Outsourcing with the assistance of M/s A. Ferguson & Company, according to which this sector would generate business worth US\$ 30 billion in the next eight years.

Steel Forgings - all types Panel

- Focus Market Scheme : The Panel discussed about the implementation of the Focus Market Scheme. The difficulties faced in the documents required include the Cargo Arrival Notice received by the importer and other documents, which are not available to the exporter. The exporters are not able to take the advantages. This has rendered exports to far-flung areas uncompetitive considering that the freight from India is much higher than China for these destinations.

Other Steel Products - all types Panel

- Mr. Sharad Kumar Saraf, Convener informed that except Bright Steel Bars; Razor Blades and Other Steel Products NOS export performance for other items has decreased during the period mentioned above. Members present in the meeting expressed dissatisfaction over the decreased export figure of iron and steel kitchen equipment and utensils; steel furniture and builders' hardware. The Convener expressed satisfaction that Panel has achieved growth to the extent of 32% on its total export on all the items covered under the Panel. He further mentioned that this growth is only due to rise in raw material prices of steel and exporting the goods only for maintaining a turnover base while profitability has drastically fallen down. Panel Convener mentioned that in order to control the rise in steel prices. Government should take effective steps to restrict exports of steel and make it

available for domestic market. He suggested that Government may put 5% duty on exports of flat/rolled steel products and create a fund from such collected from the exporter/producer of steel. These funds may further be given to the producers/exporters if value added products (Steel) as per standard input output norms (SION). This will help small exporters in getting some benefit while exporting value added products. He commented that the growth would have been much more if Rupee appreciation against US Dollar would not have fluctuated by 10 to 12% during past 9 to 10 months, which has created uncertainty in the exporters mind for future contracting of their items. He then invited the members' suggestion to accelerate the export of the items covered under the Panel.

- Mr. Pankaj Chadha, Dy. Regional Chairman (WR) said that though the Government has announced increase in DEPB rate with effect from 1st April 2007 there is no procedure for issue of Supplementary DEPB through EDI System. Panel Convener assured to look into the matter.
- One of the members had pointed out the problem faced by them from DGFT. DGFT is the sole agency to issue "Free Sail Certificate" which is required by few countries like Egypt, Thailand etc. which is not issued in time which effects their negotiation of payment as this is one of the documents to be accompanied with other documents. The Convener has assured that he will take up the matter with DGFT.
- Council's Official mentioned that customs verification of duty free scrips under Focus Market is not taking place due to its incompatibility with EDI Systems. He further informed that the documents to be submitted along with ANF 3D Focus Market Scheme application form and FMS Tracking report has been made acceptable. Therefore, the problem of the exporters has already been resolved.
- Members informed that shipping bills are not appearing in EDI System. Secretariat informed that due to some technical problems, shipping bills are not appearing on the website and DGFT is trying to resolve the issue at the earliest.
- Members also informed that some banks are not providing the packing credit at the reduced rates, as

they have not received the circular from the RBI. Panel Convener said that if the circular appears in the RBI Website, then the banks should give the credit. He has assured to look in to the matter.

- The Convener said that the Council should have an India Pavilion at TIBCO Fair in Romania, which is held in October every year. Total investment from India is US\$ 1.60 billion while US\$ billion is alone in engineering sector only. He said that Council should book the space in the aforesaid exhibition for the participation by the Indian exporters. He said that Secretariat should write to the Head Office in Kolkata to explore the possibility for participation in the said event. He further said that the participation in the international trade fairs and exhibitions, BSM would eventually lead to exposure of Indian engineering goods, projects and services. He informed that the above events are held under the MDA/MAI Schemes. He requested members to take part in these events.

Internal Combustion Engines, Compressors and Parts thereof Panel

- One of the member suggested that Council must represent to the Government/RBI for making exchange rate stable for next six months so that exporters can export in a stable exchange rate regime.
- Mr. Khalid Khan, Convener, requested the present members to suggest on National Raw Material Policy. Members further discussed that Drawback rates of most of the products have come down as a result of which exporters are unable to quote competitive prices in the international market. Government must look for helping exporters by further increasing drawback rates.
- Some of the members mentioned that bankers are not offering foreign exchange hedging facility in Rajkot Region. The bankers are not aware of the procedure for extending the hedging facility to the exporters. The Regional Director, EEPC(WR) mentioned that members can write to EEPC with specific bank details to tackle the issue.
- Some of the members expressed that banks are not giving pre/post-shipment credit at reduced rate shipment (by 2%) as they have not received any instruction from RBI. Council's Official explained to the members that in one of recently held meeting

with the Officials of RBI, they mentioned that such instruction/circulations are available on RBI website and all the banks are bound to follow instructions, whether or not instructions have come in writing. It was suggested that if any bank is refusing to have received the circular, members might write to the Council for taking up the matter with RBI.

- Panel Convener mentioned that Government of India has issued the notification that no supplementary claim is required to be filed for additional drawback available from retrospective. The supplementary claim will be settled automatically through EDI system. Members present mentioned that there is no software in place by which supplementary claim for Additional Duty Drawback can be procured through EDI system. The Convener requested the members to make a representation to the Council for taking up the issue with the Customs.
- He further mentioned that raw material prices are likely to rise further in near future. Hence there is a need for formulation of National Raw Material Policy so that basic raw material such as steel can be made available to the exporters at a price at which it is being exported from India. He also mentioned that Indian Diesel Engine are quite old in technology. Diesel Engines from India weigh around 350 kg while those from China are weighing 50 kgs, 100 kgs and 150 kgs. He further mentioned that Indian Diesel Engines are more competitive than Chinese Diesel Engine as Indian prices are around US\$ 0.92 per kg and the Chinese prices are US\$ 1.20 per kg.
- There is a need to upgrade the technology so that value added high quality engines can be produced in India.
- The Convener requested members to kindly give suggestion on National Raw Material, which can be further forwarded to the Government for implementation. The suggestion came from members that Council must appoint a consultant / agency to frame the general outline of the proposed National Raw Material Policy.
- Members mentioned that shipping cost in India are rising without any justification moreover shipping lines put their own exchange rate while calculating freight. The exchange rates charged by Shipping Lines are much higher than prevailing Rupee exchange rate vis-à-vis US Dollar.

- Members mentioned that VAT refund process in Rajkot is very slow and they suggested that Bond System may be introduced in VAT as is existing in Excise Department. Panel Convener requested that Secretariat would take up the matter with VAT Department.

Electrical and Home Appliances, Fan Sewing Machines, Dry Batteries Torch Lights and other Electrical Manufacturers - N.O.S. Panel

- Secretariat was requested to raise the problems being faced by West Bengal exporters with regard to pending VAT claims, port congestion and DEPB on line problems with DGFT in the electronic media (TV).
- Raw Material Policy would be recommended to the Government asking for making bulk purchase of basic raw material like Zinc, Copper, Aluminium and Steel and have a policy to fix the price for at least a quarter because the user of this import of this items were facing low quality of prices.

Iron and Steel Panel

- While endorsing transferability for DFIA Authorisation, DGFT inserts a note as to liability of such additional customs duty/excise duty on the Authorization as per Notification No. 49 dated 14 November, 2007 even for exports completed during the earlier Policy period where such clause was not there.
- Clubbing of Old Licenses is permitted as per para 4.20.5, but only for licenses issued from 1st April, 1992 – 31st March, 2002. Relaxation now should be granted for licenses issued after 31st March, 2002 to be allowed with old licenses.
- Clarification and relaxation should also be granted on para 4.20.3 of Clubbing, where the facility is only available for authorizations where there is shortfall in EO and is sought to be clubbed with an Advance Authorization, which is valid for imports. However, vice versa is not permitted.
- While discussing on the export performance the Panel Convener mentioned that export performance in value has registered a growth in terms of value by 60% in 2004-05, 13.32% in 2005-06 and 50% in April-February 2006-07. Percentage of growth is only in terms of value but not in terms of quantity therefore there is a fall in the exports.

- Mr. A. K. Mahendru, Convener also mentioned that price of raw material has gone up in the international market as a result of which the cost of production of raw material has gone up. He further mentioned that India has a large quantity of consumption of steel raw material as the major changes that took place for development of infrastructure and major industries like automobiles etc. He further said that due to high cost of raw material entire engineering industry is having adverse effect to compete in the international market. Members mentioned that price for Hot Rolled Coil (HRC) is again going to rise as Tata Steel is going to enter into fresh MOU's with the supplier/vendors in January 2008. He further said that most of the steel mills/mini steel plants had taken step to increase the existing capacity by injecting further investment to meet the demand for indigenous supply as well as export market.
 - The Panel Convener showed his dissatisfaction towards Rupee appreciation for the last one year. He mentioned that Rupee recorded the highest appreciation during the 1st six months of the financial year against Dollar. The impact has been felt mostly in the sector where the inputs are less import driven. He said that in last 15 months Rupee had appreciated against all major free convertible currencies including US Dollar and Euro from where the raw material get imported by the producer of steel which had adverse impact in the most of the sectors. He said that exporters are forced to cut down the export by 20% and concentrate more on domestic market.
 - Mr. Jha of Uttam Galva requested the Council to take up the following matters with the Government :
 - Members expressed that banks are not giving pre/post-shipment credit at reduced rate shipment (by 2%) as they have not received any instruction from RBI. Council's Official informed that circulars are available on RBI website; therefore banks are bound to refer and to follow instructions. He said that members should take this with their banks for implementation. He further said that in case of default from the banks, specific cases should be reported to the Council for taking up the matter with the banks and RBI.
 - Panel Convener said that clubbing of old licenses is permitted only for the licenses issued from 1st April, 1992 - 31st March, 2002. He further mentioned that relaxation should be granted for the licenses issued after 31st March, 2002 with the old licenses and Secretariat should take up the matter with DGFT.
 - DEPB to be discontinued after 31st March, 2008 : Members expressed dissatisfaction over discontinuation of DEPB after 31st March, 2008 as it is the most beneficial export promotion scheme and also the most successful. The Regional Director informed that Government has still not finalized the new scheme that will replace DEPB. He further mentioned that Council has represented to the Government for continuation of DEPB till 2010 when Goods and sales tax will be introduced.
 - The Convener mentioned that raw material prices are likely to rise further in near future. Hence there is a need for formulation of National Raw Material Policy so that basic raw material such as steel can be made available to the exporters at an international price to compete in international market. Council's Official requested the members to give suggestion on National Raw Material Policy, which would be included in formulation of the scheme.
- Bicycles, Bicycle Components and Accessories Panel**
- *Rupee Appreciation*
Mr. Satish K. Dhanda, Convener of the Panel informed the members about the adverse impact of strengthening of Rupee. He informed the members about the Note prepared by the Council and submitted to the Government.
 - *Council's Website*
Panel Convener informed the members about the facility of hosting company's website. The members raised queries about the effectiveness of hosting company details on EEPC India Website. The Regional Director, EEPC India , New Delhi explained to the members that the EEPC India Website receives a large number of hits which can be converted into enquiry through hosting of their website on EEPC India's website.
 - *VAT Refund*
Both Mr. Satish K. Dhanda, Convener and Mr. S. C. Ralhan, Regional Chairman (NR), EEPC India informed the members regarding continuous dialogue with the Punjab Government to implement faster VAT refund.

- **Service Tax**

The Panel Convener informed that presently a declaration is required for claiming refund of service tax (whether the same is included in Drawback). Since the members are not aware of the element of Service Tax included in the Drawback refund, members suggested that an RTI needs to be filed to find out which service have been included in the Drawback and requested the Council to take up the matter with Drawback department for clarification.

- **Other Issues**

The Panel Convener urged members to think about various ways the industry could be brought back to previous levels. The Regional Chairman (NR), EETC India suggested that since Punjab has geographical disadvantages, the Punjab Government should provide freight equalisation otherwise the industry will shift near to the ports.

- One of the members present suggested that industries should take the case study of one item at a time and every one involved must provide suggestion in technology upgradation and innovation as done in the Bicycle City in China where all companies are supporting each other. The Convener of the Panel advised the members to go for technology upgradation and produce value added products.
- Mr. S. K. Dhanda, Convener took up the issues referred to by PMO to the Council. He shared the information with the members and asked them to give their input in the matter. He stated that he will prepare a detailed Note based on the inputs received from the members and send it to the Council for further action in the matter.

Motor Vehicles excluding Two/Three Wheelers Panel

Impact of Rupee Appreciation

One of the members present Mr. Pattabiraman opined that the India must mentally be prepared to manage the challenge facing the nation on account of Rupee appreciation as the countries like Brazil managed the similar situation earlier. He attributed the following factors for the Rupee appreciation :

- (i) High interest rates in USA because of the credit crunch;
- (ii) Large inflow of Foreign Direct Investments into India.

Mr. Pattabiraman further suggested measures like hedging on long term contracts to counteract Rupee appreciation, to increase the home sales, import substitution for the raw materials, joint collaborations, reduction in interest rates for pre-shipment and post-shipment credits, etc. Another important measure suggested was to do a brand building for the product and move up in the value chain thereby carving a niche for itself.

Problems of Exporters :

The members mentioned that due to lack of load and also due to congestion of port traffic, exporters are put to much hardship in getting berths and sought for more vessel services to cope with the ever increasing export traffic. Members also felt that the East Coast is being neglected and desired the Government to take initiatives to strengthen the infrastructure in the Ports in this Coast to handle export cargoes to ease the situation.

Mr. Pattabiraman strongly felt that it is high time that the Government should ensure that East Coast must have a Free Port Status like Singapore.

IEC, Johannesburg & Chicago

One of the members present Shri N. Ramachandran of M/s. Tata Motors Ltd., Mumbai, strongly suggested that the entire operation of the IEC in USA must be shifted from Chicago to Florida, which would help exporters to a great extent to explore markets in Latin American countries and Caribbean Islands. He also suggested that the Council may explore the possibility of opening another India Engineering Centre in the ASEAN Region also, as this segment is emerging as a potential market for Indian engineering products.

Product Catalogue for the Products of the Panel

The members discussed in details and suggested that in stead of Product Catalogue, the Council may bring out an attractive CD depicting the facilities of the motor vehicle manufacturers with sound track outlining the salient technical features of the products to attract overseas customers by employing the professional organisation for filming the member-companies.

The members desired the Secretariat to place before the next meeting of the Panel a complete project cost for consideration.

Policy Issues

One of the members present Mr. Pattabiraman informed the members that there was not much of a problem in getting refund of VAT in Tamil Nadu, whereas it appears

that VAT is not refunded to Mumbai exporters since 2006. He requested the Mumbai exporters to furnish the details to the Secretariat for taking up the same with the Department of Commercial Taxes, Mumbai, for early refund.

Industrial Machinery for mfrs. of sugar, paper, cement etc. Panel

Considered the impact of rupee appreciation on export of engineering goods and services including the items covered under the Panel:

- Mr. S. S. Bhurjee, Panel Convener showed his dissatisfaction towards Rupee appreciation for the last one year. He said that exporters are forced to cut down the export by 20% and concentrate more on domestic market. Secretariat suggested that exporters should invoice in Rupee to the importers as a result of which exporters would receive more Dollar on Rupee appreciation.
- Panel Convener, however, mentioned that exporters must now learn to live with appreciating Rupee and resort to foreign exchange hedging. He further requested the Council to organise training programmes on hedging to which the Regional Director informed that in every Seminar, the Council is holding a talk on Forex hedging.

Discussed problems faced by the member-exporters related to DEPB

- Members informed that DEPB rates have come down because of which they were not able to compete. Panel Convener informed as customs duty is coming down DEPB is bound to come down.
- Members informed that shipping bills and DEPB scrip does not appear in EDI systems and the same has been informed to DGFT. Secretariat informed that they are in regular touch with DGFT and the members can write to EEPC India with shipping bill details.
- Members also informed that customs are taking time for cancellation of bond. They suggested that Council should look into the matter so that there should be a time bound i.e. for 30 to 60 days.

Secretariat requested the members to write to the Council about any problems related to customs, central excise, DGFT etc. so that the matter can be taken up.

Discussed problems faced by the member-exporters

- Regarding clubbing of old licenses, Panel Convener said that it is permitted only for the licenses issued

between 1st April, 1992-31st March, 2002. He further mentioned that relaxation should be granted for the licenses issued after 31st March, 2002 with the old licenses and Secretariat should take up the matter with DGFT.

- In case of DEPB to be discontinued after 31st March, 2008 : Members expressed dissatisfaction over discontinuation of DEPB after 31st March, 2008 as it is the most beneficial export promotion scheme and also the most successful. The Regional Director, Mumbai informed that Government has still not finalized the new scheme that will replace DEPB. He further mentioned that Council has represented to the Government for continuation of DEPB till 2010 when goods and sales tax will be introduced.

Considered factors affecting export of engineering goods and services

- Members informed that customs department is not allowing payment of customs duties through the duty credit scrips issued under the focus market scheme.
- Secretariat informed that instructions have already been given to all the Commissioners at EDI locations for manual filing of BEs for Focus Product and Focus Market Scheme.
- Mr. S. S. Bhurjee, Panel Convener requested members to attend and participate in the different meetings taking place with Office of the Jt. DGFT, JNPT, customs, etc. to resolve their genuine problems and also requested to bring the same to the notice of the Council to enable to take up the issue with different concerned departments.
- Secretariat also requested members to send their problems and constraints relating to DGFT, customs and central excise to enable to write to the concerned officer to resolve the issues.

Ferrous Industrial Castings Panel

- Regarding installation of Radiation Gate at Kolkata Port Trust and Haldia Port Trust, a decision was taken to call the US Officials from homeland security in India or BARC officials for having a fully automated detector system for checking the calibrations of the machines.

Members were informed by M/s. Tata Metaliks Ltd. that fixation of Pig Iron prices is likely to be stabilized by end of March/1st week of April 2008.

Points of Discussion & Decisions Taken in the Sub-Committee Meeting

Sub-Committee on Trade with West Europe

- At the 1st meeting of the Sub-Committee on Trade with West Europe, it was requested that the Working Committee may consider to reclassify some of the countries presently in the Central Europe Sub-Committee which may be brought into the West Europe Sub-Committee. At present the Central Europe Sub-Committee deals with 7 countries, which are Liechtenstein, Czech Republic, Hungary, Poland, Slovakia, Slovenia, Switzerland. The Working Committee may consider incorporating Czech Republic, Hungary, Poland and Switzerland in the West Europe Sub-Committee.

POLICY MATTERS

The Council submitted its suggestion for the Annual Supplement (2007-08) to the Foreign Trade Policy 2004-09 to the Department of Commerce & Director General of Foreign Trade for their perusal and appropriate action. The Hon'ble Union Minister of Commerce and Industry, Mr. Kamal Nath announced the Annual Supplement 2007 to the Foreign Trade Policy 2004-09 on 19.04.2007 effective from 01.04.2007. The following notable provisions have been incorporated in the FTP 2004-09:

Extension of DEPB Scheme

The DEPB Scheme has been extended by one year i.e. upto 31.03.2008 in the new FTP and HB of Procedures. The objective of the DEPB is to neutralize the incidence of customs duty on import content of export product. component of special additional duty and customs duty on fuel shall also be allowed under DEPB, as brand rate in case of availment of CENVAT credits. Such brand rate of DEPB will be notified.

Additional customs duty/excise duty and special additional duty paid in cash or through debit under DEPB may also be adjusted as CENVAT credit or Duty Drawback as per rules framed by Department of Commerce.

Export Promotion Capital Goods Scheme (EPCG) revamped

EPCG Scheme has been revamped, rationalized and simplified to the extent possible so as to be user friendly and to achieve higher growth. The increased export obligation period of 12 years for cottage and tiny sector

as given in the 1st sub-para 5.1 of the new FTP is a welcome step. In the second sub-para 5.1 of the previous FTP, CIF value limit of imported Capital Goods under the scheme was laid down As not exceeding 25 lacs within the total investment limit of plant and machinery for SSI. This limit of Rs. 25 lacs has been done away with the new FTP, which is also a welcome step. Import of spares, tools, spare refractories for all the existing imported plant and machinery would also now be allowed under Export Promotion Capital Goods (EPCG) Scheme. Removal of block-wise fulfillment of export obligation under the EPCG Scheme has been done away with. In the new policy, EPCG Scheme continues to allow import of capital goods at concessional rate of 5% customs duty.

A new Para 5.8.6 has been inserted in the Handbook of Procedure, Vol - 1 in Chapter relating the EPCG Scheme stating that in case of an existing Export Obligation (EO) under EPCG Scheme, a fresh EPCG Authorization can only be issued provided average of last EO has been maintained. Thus for exporters setting up a new unit, no fresh authorization will be allowed as per the new Para 5.8.6.

Duty Free Replenishment Certificate (DFRC) Scheme withdrawn

An important scheme under the title of Duty Free Replenishment Certificate Scheme enabling post export replenishment /remission of duty on imports used in export production has been withdrawn from exports made w.e.f. 1.5.2006. Exports made till 30.4.2006 shall be governed by Chapter 4 of the FTP as amended upto 31.03.2007. This scheme has been withdrawn unceremoniously. There is no mention of discontinuation of the Scheme in the Annual Supplement 2007 of the FTP 2004-09.

Advance Authorization Scheme continues

This is a kind of Duty Exemption Scheme. This scheme continues without any change.

In terms of para 4.1.5 of the new Foreign Trade Policy, advance authorization and/or materials imported thereunder will be subject to Actual User Condition. It is not transferable even after completion of export obligation. However, advance authorization holder will have option to dispose of the product manufactured out of the duty free inputs once export obligation is completed.

Scheme for status holder continues in a modified form

Categorization of exporters as One, Two, Five Star Export Houses has been changed to Export Houses and Trading Houses, with rationalization and change in export performance parameters:

Status as per previous FTP	Converted status as per new FTP	Change in export performance level in terms of FOB/ FOR value (Rs. in Crores)
One Star Export House	Export House	20
Two Star Export House	Star Export House	100
Three Star Export House	Trading House	500
Four Star Export House	Star Trading House	2500
Five Star Export House	Premier Trading House	10000

Scheme of Focus Market and Focus Product expanded

Under Focus Market Scheme (FMS) and Focus Product Scheme (FPS) coverage/scope of eligible markets/items would be enhanced. Revised allocation for benefits is now Rs. 1000 crs, for exports during the year 2007-08. 16 countries (including 10 from CIS block) are added as new markets and several value-added low volume export products have been identified and would be entitled to benefits under FPS. Moreover, EOUs not availing direct tax benefits would also get benefits under FMS and FPS.

Drawback

The Finance Ministry has announced the revised All Industry Rates of Duty Drawback vide Notification No. 68/2007-Cus. (NT) dated 16.07.2007. Taking into account the duty incidence on inputs the drawback rate have been increased in most cases. The increased rates of drawback have been made effective retrospectively from 01.04.2007. However, in few cases such primary steel the drawback rates have been reduced. The reduced rates would take effect prospectively from 18.07.2007, i.e. the date of coming into force of the Notification. The Drawback rates on semi-finished steel, HR coils, CR sheets, GP sheets and bars and rods of mild steel have been reduced 3.7% to 2.7% (all customs) to 1%. In the case of similar items of stainless steel, the rate has been reduced from 2.6% - 3.5% to a uniform rate of 2%. In

respect of stainless steel utensils, the rate has been revised upwards from 15% to 17% with varying caps depending upon the quality of utensils. The drawback rates on bicycles and bicycle parts have been revised upwards taking into account the duty incidence on inputs and the current FOB realization on exports. Last year, a drawback rate of Rs. 1050/MT (all customs) was provided in the case of Furnace Oil and HSD supplied by domestic oils companies to the units located in SEZs. In view of increase in crude prices, the rate has been increased to Rs. 1160/MT.

During the period, the Council took up various issues as received from member-exporters on various policy matters with different Government departments.

CST Phasing Out

Phasing out of CST has started with effect from 1st April 2007. In order to meet the revenue loss, the Empowered Committee on VAT has decided to levy VAT on 77 more services as per media reports.

Reduction of Customs Duty

- Customs Duty on Nickel has been reduced from 5% to 2%.
- Export Cess on Iron Ore.

Export duty on Iron Ore Fines having Iron content of 62% and below reduced to Rs. 50/- per ton. On Iron Ore fines having Iron content above 62% and on Iron Ore Lumps, export duty to remain at Rs. 300/- per ton.

Export Credit

RBI guidelines postulate that 15% credit should be earmarked for export credit. Currently the average is only 9% of total credit. RBI must ensure that Commercial Banks should lend around 7% to 8% to the Small and Medium Scale exporters alone given that they constitute 60% of the aggregate exports to the country. Further given escalation in the interest rate, which has shot up over 3% in the last three quarters, the RBI should ensure that Banks give export credit at Bank Rate plus 50 basis point, particularly, for the MSME sector.

Shipping Issues

The Competition Commission of India (CCI) has requested the Council for suggestion with regard to cartelization of freight rates by Shipping Companies. The Council has suggested for formation of a Shipping Regulator, which can determine the freight rates.

Members are requested to send their comments in this regard to enable the Council to finalize its recommendation.

Study on Engineering Process Outsourcing (EPO)

The Council had commissioned A.F.Ferguson & Co. to carry out a detailed study on the growth prospects of Engineering Process Outsourcing from India. The study was completed released by the Hon'ble Commerce and Industry Minister, Mr. Kamal Nath on the occasion of EEPC All India Award Presentation Function for the year 2005-06 on 1st June, 2007 in New Delhi. The study makes a number of important recommendations both for the Council and other stake holders such as the Central and State Governments. It is hoped that the recommendation of the study will enable the policy makers as also the Council in formulating a suitable policy for the growth of EPO from India.

Interest Rate Subvention of 2%

The Government agreed to provide interest subvention of 2% p.a. to exporters in certain specified categories for the period April 01.04.2007 to 31.03.2008, which was operationalized vide RBI Circular No.DBOD.DIR(EXP). BC.No. 22/04.02.01/2007-08 dated 13th July, 2007. As per the earlier guidelines, banks charged interest rate not exceeding BPLR minus 2.5% on pre-shipment credit upto 180 days and post-shipment credit upto 90 days. Post-interest subvention, banks would charge interest rate not exceeding BPLR minus 4.5% on pre-shipment credit upto 180 days and post-shipment credit upto 90 days on the outstanding amount for the period April 1, 2007 to December 31, 2007 to the certain exporting sectors, including the engineering sector. The subvention would be provided to the banks through the Reserve Bank of India.

RBI External Group on Target for Export Credit

RBI, at the instance of Government, constituted an External Group under the Chairmanship of Mr. N. Shankar, Executive Director, EXIM Bank, consisting of select banks and export organisations for considering fixing a target of export credit for exporters in the SME Sector.

The EEPC India was nominated as one of the members of External Group for fixing a target of Export Credit for SME Sector. Mr. Kuldip Singh Chadha, Chairman, Sub-Committee on Banking/RBI/FEMA/ECGC was nominated as member on behalf of the Council and the 1st meeting of the said Committee was held on 11th July, 2007 in the Conference Room of RBI, Mumbai.

VAT Issue

The Council had taken up the VAT refund issue with the Hon'ble Union Commerce and Industry Minister on 11th

June, 2007 and the problem of VAT refund faced by engineering exporters in many states of the country. The Council has repeatedly raised this problem with many State Governments without making any headway. This was a commitment made by the Empowered Committee on VAT and published in the White Paper released by the said Empowered Committee in January 2005. In order to address the problem of VAT refund, the Council suggested two options : first the Central Government should earmark a budget for VAT refunds under one of the heads "Resource Transferred to State and U.T. Governments" in each year's Union Budget so that States cannot make the excuse that they have no money. The second option could be if the Central Government can convince the State Governments to change the procedure for VAT refunds. Like in the case of DEPB returns, in the changed system, VAT refund to the exporters should come under the ambit of the Department of Commerce & Industry of the different State Governments rather than the present Department of Finance/Commercial Taxes of the State Governments. This would ensure that at the time of the State Budget, direct budget allocation will be made by each State Finance Minister for VAT refund and this will be allocated under the State's Commerce & Industry's Department budget.

The Council has also suggested for a uniform VAT rates for each product across the country. The current VAT system has not been able to rectify this problem completely. For example, stainless cutlery/utensils faced both 4% and 12% rates in different states of the country. Accordingly, in order to have a common unified market in the country and also economic growth across the different states, a uniform system of VAT rates should be implemented. With regard to CST, the Council would urge the Government to allow input credit in the VAT chain for the CST paid by a company on inter-state purchase for export purposes.

Inclusion of MICA & MICA Products and Ferro Alloys in Focus Product Scheme

While welcoming the decision to include the Mica & Mica Products (HS Code No. 6814) under Focus Product Scheme (FPS) in the Appendix-37D, the Council had also represented to the Ministry for inclusion of most critical tariff lines under the product category i.e. HS Code No. 2525 and 8545. As the HS Code 6814 which was included in the FPS accounts for 5% of the total export of Mica and Mica products and the rest of 95% of the exports belonging to HS Code No. 2525 and 8545. It was gathered that given the budget constraints of the DOC,

only the tariff line that promoted processed Mica product was included in the FP Scheme. With regard to Mica products, for inclusion of other tariff lines in FPS, the Council has been requested for sending the suggestions for the next year's FTP with appropriate rationale for its inclusion.

Similarly, the Council has also requested the Government to include Ferro Allows in the FPS in order to mitigate the power cost disadvantages that domestic manufacturers faced vis-à-vis their competitors. The Department of Commerce had requested EEPC India for a detailed presentation on the Ferro Allow Industry in India and how they compete in the world market especially with reference to the power cost disability factor, which has also been submitted by the Council to the department.

Suggestions for Pre-Budget Memorandum for 2008-09

The Council submitted a detailed note on Pre-budget Memorandum to the Government highlighting the issues that are affecting the exports of engineering goods, after receiving inputs from its members. The Council also made a presentation to the Ministry of Finance on December 10, 2007 on its pre-budget suggestions.

WTO and Non-Tariff Barriers

As desired by the Department of Commerce and Industry, the Council submitted its views to the Department on the following issues:

- (i) Indo-Israel FTA;
- (ii) India's proposal for CECA with COMESA countries;
- (iii) NTBs faced by engineering exporters in different parts of the world for updation of the Commerce Ministry's database;
- (iv) India-Canada Trade Policy discussions;
- (v) Indo-US Trade Policy Forum discussions;
- (vi) India-Mexico Bilateral Economic Cooperation discussions.

Steel Prices

The Council has been monitoring the steel price situation in the country over the last year for some time. In view of the steel price rise, the Council has recommended the following measures to the Government:

- Like China, India needs to look at the option of imposing export duty to the tune of 20% on all

categories of steel products;

- Iron ore exports from India should be banned;
- A National Raw Materials Policy should be formulated for the MSME sector to stabilize prices;
- Provide some relief by the way of providing special package for exporters of steel products, machinery parts etc;
- The credit dues of SMEs under the public sector units that are currently under BIFR should be cleared through a budgetary provision.

Possible Cartelization in the Steel Industry-request for intervention by CCI and MRTPC

The Council had forwarded some representations received by it to the Competition Commission of India (CCI) alleging possible cartelization in the steel industry. The CCI has informed the Council by its letter dated 7th March, 2008 that "substantive provisions of the Competition Act, 2002 are yet to be notified" and hence the CCI cannot take any action pending the notification. On receiving the CCI response, the Council has suggested to the Government to notify the relevant provisions of the Competition Act, 2002 to enable the CCI to enable the CCI to investigate market failures in any segment of Indian industry.

Further, the Council has forwarded the representations received by the Council to Director General Investigation & Registration, MRTPC, New Delhi requesting MRTPC to investigate whether there has been some form of market failure in the steel sector in the country. The reply from MRTPC is awaited.

Anti-Dumping/CVD Issues

The Council received the following Anti-Dumping/CVD cases notices from the Government, which have been forwarded to the concerned members of the Council:

- Interim Review of the CVD on Stranded Wire Ropes and Cables of Iron & Steel by South Africa;
- Computation of zeroing duties by the US Government on past engineering exports from India;
- US Department of Commerce Supplemental Questionnaire concerning Countervailing Duty Administrative Review of certain Hot Rolled Carbon Steel Flat Products from India;
- US DOC Final Results for AD order on Stainless Steel Bars from India;

MDA FOR PROMOTIONAL ACTIVITIES TO THE MEMBER-EXPORTERS

In the reporting year, Council received Rs.4.90 crores from the Ministry of Commerce as MDA grant for disbursement among individual exporters. The MDA desk at Territorial Office finalized 303 claims and disbursed Rs. 3,72,69,720/- to member - exporters during 2007-08. The disbursement details of the MDA grant eventwise is shown below :

Sl. No.	Name of the Activity with date	No. of Companies	Amount Reimbursed INR
1	ACHEMA-2006 (15-19 May, 2006) Germany	3	2,40,000
2	SAE-2006 (3-6 April, 2006), USA (World Congress and Exh.)	1	69,000
3	INDEE-2006 (23-26 November, 2006), Cairo	30	44,46,565
4	IGATEX-2006 (26-29 April, 2006), Pakistan	1	80,000
5	SAITEX-2006 (10-13 October, 2006), Johannesburg, South Africa	6	6,41,480
6	ASIA PHARMA-2007 (11-13 January, 2007), Bangladesh	8	6,40,000
7	AAPEX SHOW-2006 (31.10.06 to 2.11.06), USA	2	1,60,000
8	AUTOMECHANIKA-2006 (12-17 November 2006), Germany	1	80,000
9	ITM-2006 (27.6.06 to 2.7.06), Istanbul, Turkey	1	80,000
10	15th Vietnam International Industrial Fair, Hanoi (17-21 October, 2006)	1	80,000
11	BSM-Mexico City (13-17 November, 2006), Mexico	3	2,67,560
12	Fair : Bricolage, Sao Paulo, Brazil (25-27 July, 2006)	1	1,80,000
13	Light + Build-2006 (23-27 April, 2006) Germany	1	80,000
14	India Trade Exhibition (6-11 March, 2007), Brazil	1	1,58,665
15	Hannover Fair-2007 (16-20 April, 2007), Germany	26	20,80,000
16	Intl. Hardware Exhibition (7-10 March, 2007), Spain/Ferrofarma Hardware Exhibition	7	5,60,000
17	Houseware Show (11-13 March 2007), Chicago, USA	1	80,000
18	Delegation to Botswana, Namibia and S. Africa (8-20 October, 2006)	1	70,000
19	Pak Pharma Expo-2007 (24-26 April, 2007), Pakistan	10	8,00,000
20	National Hardware Show-2006 (8-10 May, 2007), Las Vegas, USA	7	5,60,000
21	Addis Chamber Intl. Trade Fair (22-28 February, 2007), Addis Ababa, Ethiopia	4	2,41,070
22	40th Algiers Intl. Trade Fair (2-7 June, 2007), Algiers.	5	2,79,665
23	India Fair (29.3.07 to 1.4.2007), Melbourne, Australia	7	9,31,765
24	EMAQH Exhibition-2007 (13-18 July, 2007), Argentina	9	5,20,000
25	ANFD Exhibition-2006 (17-19 October, 2006), Australia	1	1,27,645
26	22nd Intl. Exhibition for Mach. Tools & Machinery (13-18 July, 2007), Argentina	1	1,80,000
27	Tripoli Intl. Trade Fair (2-12 April, 2007), Libya	1	60,840
28	Delegation to Thailand, Philippines, Malaysia (16-22 September, 2007)	9	3,89,505
29	Hospitaliar-2007 (12-15 June, 2007), Sao Paulo, Brazil	2	2,81,300
30	INDEE-2007 (23-26 October, 2007), Johannesburg, South Africa	137	2,05,44,940
31	Delegation to Algeria & Morocco (18-23 November, 2007)	8	3,92,620
32	SAITEX-2007 (16-19 October, 2007), Johannesburg, South Africa	1	59,100
33	Manufacturing Indonesia-2007 (5-8 December, 2007), Jakarta	6	9,00,000
	TOTAL	303	3,72,69,720

COUNCIL MEMBERSHIP DETAILS

In the reporting year, region-wise membership position of the Council is as follows :

Region	Membership Position as on 01.04.2007	New/Revived Member	Resigned/Defaulters Member	Membership Position as on 31.03.2008
Western	4873	606	563	4916
Northern	3270	455	587	3138
Southern	2547	329	236	2640
Eastern	908	123	110	921
Total	11598	1513	1496	11615

In the reporting year, Council introduced new services for the benefit of the members. Few of the services are as follows :

1. Introduction of Hologram Stickers for Membership Renewal. The purpose of the introduction of the service to avoid time delay, which occurs during the renewal of RCMC against the membership subscription on yearly basis.
2. Dissemination of Global Business Opportunities & Tenders to the subscribed members by E-mail on regular basis.

REPORT ON HRD OF THE COUNCIL

In the reporting year, Council had undergone a major change in the Human Resources of the Council. The initiative that had been more of a concept in the last reporting year, had been put to test and was implemented in full momentum in the year under review. Significant initiatives were noticed in the areas of training & development, recruitment, introduction of career path and compensation & benefits.

In the area of training & development, training was initiated in the areas of Computers, Communication Skills, Filing & Record Management, HRD and

Performance Management. Except for Performance Management all the other trainings were held with both officers and staff. The training on computers was done module with emphasis on fundamentals of computers and MS Office. Apart from this training on importance of communication skills, filing & record management, refresher course in Quality ISO and importance of HRD in today's corporate scenario are other programmes that had been done for the employees of Council. The concept of Performance Management System was introduced and training on dealing with PMS were given to the officers of the Council.

Also, in the reporting year, Council once again recruited Management Trainees direct from the Campus for working in the various offices of the Council. In regard to meet the changes in the business scenario and to bring professionalism in the work, Council recruited Officers at various levels.

From December 1, 2007 the Work Level Concept and 'Cost to the Company' (CTC) concept were introduced for the officers of the Council. New designations and grades were also introduced such as Sr. Joint Director, Sr. Deputy Director and Sr. Executive Officers, Executive Officers and Jr. Executive Officers.

WORKING COMMITTEE OF EEPC INDIA

Name & Address of Members	Name of the Panel
<p>1 Shri K. M. Shah Chairman & Managing Director M/s. Best Exports Centre (P) Ltd. Sterling Centre (5th Floor) Andheri Kurla Road Andheri (E) Mumbai 400 093</p>	<p>Textile Mills Machinery & Accessories. (This will also include all types of knitting machines.)</p>
<p>2 Shri Surinder Singh Bhurjee Partner M/s. Micro Mechanical Works 601 Delta Hirandani Gardens Powai Mumbai 400 076</p>	<p>Industrial Machinery for manufacture of Paper, Cement, Chemicals including Pressure Vessels, Boilers and Heat Exchangers.</p>
<p>3 Shri Anoop Marwaha Partner M/s. Wilson Engg. Works 9-10-11 Neelam Bldg. (Ground Floor) 108, R. G. Thadani Road, Worli Mumbai 400 018</p>	<p>Food Processing Machinery, Sugar Mill Machinery including Pharmaceutical Machinery. (This will include Oil, Tea, Coffee, Flour, Dal, Rice and Canning Mill Machinery and Dairy Equipments and Animal Drawn Sugarcane Crushers.)</p>
<p>4 Shri Amrutlal B. Bhimani Chief Executive Officer Dynamic Engineering Co. 268-269, G.I.D.C. Wadhwan City 363030 Dt. Surendranagar (Gujarat)</p>	<p>Industrial Machinery – Others including Heating, Cooling and other Air-conditioning Equipments.</p>
<p>5 Shri P. G. Shankar Head International Business-CVBU M/s. Tata Motors Ltd. (Export Division) Block A, Shivsagar Estate Dr. A. B. Road, Worli Mumbai 400 018</p>	<p>Motor Vehicles excluding Two Wheelers and Three Wheelers. (This will include Heavy Duty Trucks, Jeeps, Chassis, Bus Bodies, Ambulances, Cars etc.)</p>
<p>6 Shri Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs P. Ltd. 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033</p>	<p>Automobile Components, Spare Parts, Accessories including Storage Battery for Automobile Application and Auto Servicing Garage Equipments.</p>

Name & Address of Members	Name of the Panel
7 Shri Satish Kumar Dhandra Chairman M/s. Sadem Industries C-4, Focal Point, Dhandari Ludhiana 141 010	Bicycles, Bicycle Components and Accessories. (This will also include Tricycles and Parts thereof.)
8 Shri Khalid Khan Chief Executive Officer M/s. Geco Trading Corporation 102, Janki Centre Veera Desai Road Andheri (W) Mumbai 400 053	Internal Combustion Engines, Compressors and Parts thereof.
9 Shri Nayan N. Shah Partner M/s. Kusum Engg. Works Paras Compound S. V. Road, Goregaon (West) Mumbai 400 104	Electric Power Machinery, Switchgear and Controlgear including Cable, Conductors, Cable/Conductor Accessories and Industrial Storage Batteries. (This will also include Electric Generators, Power and Distribution Transformers, Electric Motors, Telephone Cables and ACSR.)
10 Shri Amanpreet Singh Chadha Partner M/s. Harvinder & Co. Nikko House 399, Vithalbhai Patel Road Mumbai 400 004	Two Wheelers and Three Wheelers - Complete. (This will cover all sorts of Scooters, Motorcycles, Mopeds and Three Wheelers.)
11 Shri Sunil Krishna Khaitan Vice Chairman & Mg. Director M/s. Khaitan Electricals Ltd. Everest (20th Floor) 46C, J. L. Nehru Road Kolkata 700 071	Electric and Home Appliances, Fans, Sewing Machines, Dry Batteries, Torch Lights and other Electrical Manufactures-N.O.S.
12 Shri Ashok Kumar Mahendru Director (Sales & Marketing) M/s. Uttam Galva Steels Ltd. Uttam House 69, P.D.' Mello Road Carnac Bunder Masjid Bunder Mumbai 400 009	Iron and Steel.
13 Shri K. R. Pandian Partner M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalapatti Coimbatore 641 035	Machine Tools.

Name & Address of Members	Name of the Panel
14 Shri Sharad Aggarwal Partner M/s. Forgings & Chemicals Industries G. T. Road, Bye Pass Near Hotel Ranvir Classic Jalandhar 144 004, Punjab	Hand Tools.
15 Shri R. K. Mutha M/s. Mohan Mutha Exports Pvt. Ltd. 109, Vellala Street Purasawalkam Chennai 600 084	Steel Pipes, Tubes and Fittings thereof.
16 Shri Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	Steel Wire Products - all types including Steel Wire, Wire Ropes and Strands.
17 Shri Sharad Kumar Saraf Managing Director M/s. Technocraft Industries (I) Ltd. A-25, MIDC, Street No. 3 Marol Indl. Area Opp. ESIS Hospital, Andheri (E) Mumbai 400 093	Other Steel Products - all types. (This will include all Primary Steel based items not otherwise specified.)
18 Shri S. S. Kejriwal Director M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion 11, Brabourne Road Kolkata 700 001	Sanitary Castings. (This will also include Valve Box, Water Meter Box and Meter Lids.)
19 Shri R. P. Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	Ferrous Industrial Castings. (This will also include Spun Pipes, Pressure Tested Pipe Fittings and Alloy Steel Castings.)
20 Shri Avinash Gupta Director M/s. R. N. Gupta & Co. C-55, Focal Point Ludhiana 141 010	Steel Forgings - all types.

Name & Address of Members	Name of the Panel
<p>21 Shri Vijay K. Parikh Managing Director M/s. Al-Can Exports Pvt. Ltd. Sheetal Industrial Estate Kashmira Road Next to Bharat Gas Godown Bhayander (East) Thane 401 105 (Maharashtra)</p>	<p>Aluminium and Manufactures thereof.</p>
<p>22 Shri Paresh K. Mehta Partner M/s. Sharda Corporation 1st Floor, OM Shrinivas Co. Op. Housing Society Limited 101-103, C. P. Tank Road Mumbai 400 004</p>	<p>Non-Ferrous Metals & Manufactures thereof (Other than Aluminium) including EPNS Wares etc.</p>
<p>23 Mrs. Gunita Chadha Proprietor M/s. Indo Nikko Industries Nikko House 399, V. P. Road Mumbai 400 004</p>	<p>Design, Technical and Consultancy Services.</p>
<p>24 Shri Chandubhai C. Udeshi Chairman M/s. Metro Exporters Ltd. 132, Kakad Chamber Dr. Annie Besant Road, Worli Mumbai 400 018</p>	<p>Super Star/Star/ Trading and Export House.</p>
<p>25 Mrs. Kamna Raj Aggarwalla M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab</p>	<p>Fasteners - all types.</p>
<p>26 Shri Mahesh K. Desai M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/A&B Industrial Area Azamabad, Hyderabad 500 020 (A.P.)</p>	<p>Pumps - all types.</p>

Name & Address of Members

Name of the Panel

- | | |
|---|--|
| <p>27 Shri P. K. Shah
Director
C/o. M/s. Nipha Exports (P) Ltd.
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani
Kolkata 700 017</p> | <p>Projects Export.
(This will also include Civil Construction Works connected with Industrial Projects.)</p> |
| <p>28 Shri Rakesh Shah
Partner
M/s. Nipha Enterprises
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani
Kolkata 700 017</p> | <p>Construction and Earthmoving Machinery including Cranes, Hoists, Mining Equipments and Tractors for Construction and Earthmoving purpose.</p> |
| <p>29 Shri Rajesh Kumar Sonthalia
Vice Chairman-cum-Managing Director
M/s. S. R. Enterprise
4/1A, Jagmohan Mullick Lane
Kolkata 700 007</p> | <p>Free Trade Zone and 100% Export Oriented Units.</p> |
| <p>30 Shri M. L. Rajgarhia
Chairman & Managing Director
M/s. Mica Manufacturing Co. (P) Ltd.
3C, Camac Street
Kolkata 700 016</p> | <p>Mica and other Mineral based products.</p> |
| <p>31 Shri Girish Kumar Madhogaria
Managing Director
M/s. NIF Ispat Limited
46 Moulana Abul Kalam Azad Road (1st Floor)
Howrah 711 101 (W.B.)</p> | <p>Miscellaneous Manufactures - N.O.S. including Ferrous Holloware and Office Equipments.
(This will include all residual products not otherwise specified and Office Equipments including Photocopier, Typewriter, Duplicator etc.)</p> |
| <p>32 Shri Krishanlal Dhingra
Managing Director
M/s. Snowdrop Trading Pvt. Ltd.
15/71, Ashray MHB Complex
Bandra Reclamation
Bandra (West)
Mumbai 400 050</p> | <p>Small & Cutting Tools including Engineers Files.</p> |
| <p>33 Shri R. N. Grover
Chairman
M/s. Paramount Surgimed Ltd.
Paramount House
Plot No. 1, LSC
Okhla Main Road
Okhla Phase - II
New Delhi 110 020</p> | <p>Instruments - all types.</p> |

Name & Address of Members	Name of the Panel
34 Shri Pradeep Khaitan Director M/s. Rahee Track Technologies Pvt. Ltd. 45, Shakespeare Sarani Century Towers (5th Floor) Kolkata 700 017	Railway Rolling Stock and Components, Signalling Equipments and Other Transport Equipments including Air-Crafts, Ship Building and Repairing etc.
35 Shri Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Ferro Alloys.
36 Shri Sulekh Jain General Manager - Exports M/s. Sunder Exports PD-4A, Pitampura Delhi 110 088	Stainless Steel Houseware Products. (This will cover Utensils, Cutlery, Kitchen Equipments etc.)

ASSOCIATE MEMBERS

EASTERN REGION

1. Shri Om Prakash Agarwal
 Director
 M/s. Shree Uma Foundries Pvt. Ltd.
 Central Plaza, Suite # 606
 2/6, Sarat Bose Road
 Kolkata 700 020
2. Shri B. N. Agarwal
 Managing Partner
 M/s. R. B. Agarwalla & Company
 2/6, Sarat Bose Road
 Central Plaza, Suite No. 808
 8th Floor, Kolkata 700 020

NORTHERN REGION

3. Shri Balram Kapoor
 M/s. J.M.P. Auto Ltd.
 C-98, Focal Point Extn.
 Bye Pass, G. T. Road
 Jalandhar 144 004

WESTERN REGION

4. Shri Sarabhjit Singh Bhasin
 M/s. Jagpal Industries
 37, Barrister Nath Pai Marg
 Cottongreen, Mumbai 400 033
5. Shri Surinder Singh Ahuja
 M/s. Sardar Textiles Engg. Pvt. Ltd.
 Seksaria Indl. Estate
 S. V. Road, Chincholi
 Malad West, Mumbai 400 064

SOUTHERN REGION

6. Shri C. G. Mercylin
 M/s. Merind Indl. Corporation
 D-6, Mogappair Indl. Estate (W)
 Chennai 600 058
7. Shri T. N. Nitiyananda Rahavan
 M/s. Ensquare Engineerings India Pvt. Ltd.
 77 & 78, Tiny Sector
 1, Main Road
 Ambattur Industrial Estate
 Chennai 600 058, Tamil Nadu

REGIONAL CHAIRMEN NOT OTHERWISE REPRESENTED ON THE WORKING COMMITTEE

Shri Nayan N. Shah
Partner
M/s. Kusum Engg. Works
Paras Compound
S. V. Road, Goregaon (West)
Mumbai 400 104

Regional Chairman (WR), EEPC India

Shri B. Chandrasekharan
Managing Director
M/s. Karnataka Pressure Vessels Ltd.
No. 264, 1st Main Road
Chamarajpet
Bangalore 560 018

Regional Chairman (SR), EEPC India

Shri R. P. Sehgal
Managing Director
M/s. Carnation Industries Ltd.
222, A.J.C. Bose Road
1st Floor, Room No. 4 & 5
Kolkata 700 017

Regional Chairman (ER), EEPC India

Shri S. C. Ralhan
Chief Executive
M/s. Sri Tools Industries
E-184, Focal Point
Ludhiana 141 010

Regional Chairman (NR), EEPC India

NOMINEE OF GOVERNMENT OF INDIA

1. Shri Rajeev Kher
Joint Secretary (E.P. Engg.)
Ministry of Commerce & Industry
Department of Commerce
Government of India
Udyog Bhavan
Room No. 216
New Delhi 110 011

Alternate
Smt. Mridul Jain
Director
Ministry of Commerce & Industry
Department of Commerce
Government of India
Udyog Bhavan, Room No. 220
New Delhi 110 011

**TOP EXPORTERS NOMINATED BY
THE GOVERNMENT OF INDIA**

- | | |
|---|---|
| <p>1. Shri S. Surya Narayanan
General Manager – Fertiliser,
Petrochemical & Heat Transfer Equipment
Business Unit
Heavy Engineering Division
M/s. Larsen & Toubro Ltd.
Powai Campus, Gate No. 1
Saki Vihar Road, Mumbai 400 072</p> | <p>2. Shri Rajeev Sinha
Head – International Sales
M/s. Essar Steel Ltd.
Essar House
11, Keshavrao Khadye Marg
Mahalaxmi
Mumbai 400 034</p> |
|---|---|

NOMINEE OF ORGANISATIONS

- | | | | |
|--|--------------|--|-------------|
| <p>1. Shri Vikram Kapur
President
M/s. Atlas Cycle Industries Ltd.
3, Aurangzeb Lane
New Delhi 110 011</p> <p><i>Alternate</i></p> <p>Shri Anjan Roy
Advisor – Economic Affairs
Federation of Indian Chambers of
Commerce & Industry
Federation House, Tansen Marg
New Delhi 110 001</p> | <p>FICCI</p> | <p>2. Shri A. K. Sen
President, AIMO &
Managing Director
M/s. East India Pharmaceutical Works Ltd.
6, Little Russel Street
Kolkata 700 071</p> | <p>AIMO</p> |
|--|--------------|--|-------------|

SPECIAL INVITEES PAST CHAIRMEN

- | | |
|--|---|
| 1. Shri Russi Mody
Past Chairman, EEPC India
5/1B, Belvedere Road
Alipore, Kolkata 700 027 | 5. Shri T. A. S. Balagopal
Past Chairman, EEPC India
A 404, Manasarovar
19, Third Seaward Road
Valmiki Nagar
Chennai 600 041 |
| 2. Shri Ramesh Maheshwari
Past Chairman, EEPC India
C/o. M/s. Texmaco Limited
Birla Building, 6th Floor
9/1, R. N. Mukherjee Road, Kolkata 700 001 | 6. Shri R. P. Jhalani
Past Chairman, EEPC India
M/s. Aarvee Waxpol Tools (India) Pvt. Ltd.
116, Ashirwad Complex
D-1, Green Park
New Delhi 110 016 |
| 3. Shri Suresh M. Mehta
Past Chairman, EEPC India
Dutta Prasad, 1st Floor
Gamadia Cross Road
Off – Navroje Gamadia Road, Mumbai 400 026 | 7. Shri M. C. Shah
Past Chairman, EEPC India
M/s. Nipha Exports Pvt. Ltd.
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani
Kolkata 700 017 |
| 4. Shri G. D. Shah
Past Chairman, EEPC India
C/o. M/s. Nipha Group of Industries
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani, Kolkata 700 017 | |

OTHERS

1. Shri B. K. Sengupta
Dy. General Manager and Regional Manager
(Eastern Region)
Export Credit Guarantee Corporation of India Ltd.
A. C. Market Complex (9th Floor)
1, Shakespeare Sarani
Kolkata 700 071
2. Shri R. K. Kejriwal
Chairman
Sub-Committee on Trade with Latin America,
EEPC India
C/o. M/s. Kiswok Industries Pvt. Ltd.
Draupadi Mansion
11, Brabourne Road
Kolkata 700 001
3. Shri Vasant Manilal Kotadia
Chairman
Sub-Committee on Trade with Central Europe,
EEPC India
C/o. M/s. Manek Metal Industries
Plot No. 1, Jyoti Studio Compound
Nana Chowk, Kennedy Bridge
Grant Road, Mumbai 400 007
4. Shri Kuldip Singh Chadha
Chairman
Sub-Committee on Banking – RBI/FEMA,
EEPC India
C/o. M/s. Pan Asiatic Tradeways
NIKKO House, 399, V. P. Road
Mumbai 400 004

DEPUTY REGIONAL CHAIRMEN OF EEPC INDIA

Southern Region

Shri Ramesh Kumar Mutha
Deputy Regional Chairman

Shri R. Subhash Chandra Goel
Deputy Regional Chairman

Western Region

Shri Vasant Manilal Kotadia
Deputy Regional Chairman

Shri Pankaj Chadha
Deputy Regional Chairman

Northern Region

Shri Ashwani Kumar
Deputy Regional Chairman

Shri Madan Lal
Deputy Regional Chairman

Eastern Region

Shri Bishwanath Aggarwal
Deputy Regional Chairman

Shri G. D. Agarwal
Deputy Regional Chairman

COMMITTEE OF ADMINISTRATION

Chairman

Shri Rakesh Shah
Partner
M/s. Nipha Enterprises
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani, Kolkata 700 017

Vice Chairmen

Shri Mahesh K. Desai
Managing Director & C.E.O.
M/s. Meera & Ceiko Pumps Pvt. Ltd.
1-7-1054/A&B, Industrial Area
Azamabad, Hyderabad 500 020 (A.P.)

Shri Amanpreet Singh Chadha
Partner
M/s. Harvinder & Co.
Nikko House, 399, Vithalbhay Patel Road
Mumbai 400 004

Member

Shri Chandubhai C. Udeshi
Chairman
M/s. Metro Exporters Ltd.
132, Kakad Chamber
Dr. Annie Besant Road
Worli, Mumbai 400 018

Shri Jaspal Singh Bhasin
Partner
M/s. ASB International
37, Barrister Nath Pai Marg
Cottongreen, Mumbai 400 033

Shri S. S. Kejriwal
Director
M/s. Kiswok Industries Pvt. Ltd.
Draupadi Mansion
11, Brabourne Road, Kolkata 700 001

Shri P. K. Shah
Director
M/s. Nipha Exports (P) Ltd.
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani, Kolkata 700 017

Shri Sharad Aggarwal
Partner
M/s. Forgings & Chemicals Industries
G. T. Road, Bye Pass
Near Hotel Ranvir Classic
Jalandhar 144 004, Punjab

Regional Chairman (WR), EEPC India

Shri Nayan N. Shah
Partner
M/s. Kusum Engg. Works
Paras Compound
S. V. Road, Goregaon (West)
Mumbai 400 104

Regional Chairman (SR), EEPC India

Shri B. Chandrasekharan
Managing Director
M/s. Karnataka Pressure Vessels Ltd.
No. 264, 1st Main Road
Chamarajpet
Bangalore 560 018

Regional Chairman (ER), EEPC India

Shri R. P. Sehgal
Managing Director
M/s. Carnation Industries Ltd.
222, A.J.C. Bose Road
1st Floor, Room No. 4 & 5
Kolkata 700 017

Regional Chairman (NR), EEPC India

Shri S. C. Ralhan
Chief Executive
M/s. Sri Tools Industries
E-184, Focal Point
Ludhiana 141 010

Nominee of Government of India

Shri Rajeev Kher
Joint Secretary (E.P. Engg.)
Ministry of Commerce & Industry
Department of Commerce
Government of India
Udyog Bhavan, Room No. 216
New Delhi 110 011

Alternate

Smt. Mridul Jain
Director
Ministry of Commerce & Industry
Department of Commerce
Government of India
Udyog Bhavan
New Delhi 110 011

AUDITORS' REPORT

To the Members

We have audited the attached Balance Sheet of **EEPC INDIA** (formerly ENGINEERING EXPORT PROMOTION COUNCIL (**Company Limited by Guarantee**)) as at 31st March, 2008 and the annexed Income & Expenditure Account for the year ended on that date, and found them to be in agreement with the books of accounts. These financial statements are the responsibility of the Council's management. Our responsibility is to express our opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

Subject to Paras 1 to 8 of the Statement of Accounting Policy and Paras 10, 11, 12, 13, 14, 16, 17 and 20 of Notes on Accounts as contained in Schedule 'I' attached herewith and read with all other notes given in that Schedule, we further state and report that:-

- (a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of audit.
- (b) In our opinion, proper books of accounts as required by law have been kept by the Council so far as appears from our examination of those books.
- (c) The Balance Sheet and Income & Expenditure Account dealt with by this report are in agreement with the books of accounts.
- (d) Subject to and read with the Statement of Accounting Policy as shown in Schedule 'I', the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 have been generally complied with by the Council.
- (e) As reported to us, we report that none of the members of the Working Committee were disqualified from being appointed as a member of the Working Committee in terms of Clause (g) of Sub-Section (1) of Section 274 of the Companies Act, 1956.
- (f) In our opinion and to the best of our information and according to the explanations given to us, the said accounts, subject to Statement of Accounting Policy and Notes referred to above and read with all other Notes in Schedule 'I', give the information required by the Companies Act, 1956 in the manner so required and the said Balance Sheet gives a true and fair view of the state of Council's affairs as on 31st March, 2008 and the said Income and Expenditure Account gives a true and fair view of the excess of Income over Expenditure for the year ended on that date.

This report does not include a statement on the matters specified in paragraph 4 of the Companies (Auditor's Report) Order, 2003, issued by the Central Government of India, in terms of Section 227(4A) of the Companies act, 1956, since in our opinion and according to the information and explanations given to us, the said order is not applicable to the Council, which is a Company licensed to operate u/s. 25 of the Companies Act, 1956.

2, Church Lane,
Kolkata - 700 001.

Dated : 15th October, 2008

For **R. K. PATODI & CO.**

Chartered Accountants

SIDDHARTHA PATODI

Partner

Membership No. 059144

BALANCE SHEET as at 31st March, 2008

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

	Schedules	Current Year		Previous Year	
		Rs.	Rs.	Rs.	Rs.
SOURCES OF FUNDS					
MEMBERS FUND					
General Reserve Fund			77,203,462		69,203,462
STAFF WELFARE FUND			9,321,314		8,391,694
(House Building/Vehicle/Computer Advance)					
BUILDING FUND			85,000,000		85,000,000
INCOME & EXPENDITURE ACCOUNT			4,754,696		8,060,322
			<u>176,279,472</u>		<u>170,655,478</u>
APPLICATION OF FUNDS					
FIXED ASSETS	A		79,577,642		89,810,967
NET CURRENT ASSETS					
Current Assets	B	177,649,723		158,826,297	
Less: Current Liabilities And Provisions	C	<u>90,769,472</u>	86,880,251	<u>81,440,205</u>	77,386,092
MISCELLANEOUS EXPENDITURE (to the extent not written off or adjusted)					
Deferred Revenue Expenditure			9,821,579		3,458,419
			<u>176,279,472</u>		<u>170,655,478</u>

Schedules 'A' to 'C' referred to above and Schedule 'T' of Statement of Accounting Policy and Notes form an integral part of this Balance Sheet

In terms of our attached report of even date.

2, Church Lane
Kolkata 700 001

For **R.K.PATODI & CO.**
Chartered Accountants

(SIDDHARTHA PATODI)

Partner

Membership No. 059144

RAKESH SHAH
Chairman
MAHESH K.DESAI
Vice Chairman
AMAN CHADHA
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

Date : 15th October, 2008

INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2008

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

	Schedule	Current Year Rs.	Previous Year Rs.
INCOME			
From Members	D	217,547,605	223,141,478
Grant-in - Aid from Govt. of India	E	33,810,568	165,959,165
Miscellaneous Income	F	6,209,120	5,768,062
Income from Interest		8,078,084	5,808,800
		<u>265,645,377</u>	<u>400,677,505</u>
EXPENDITURE			
Expenses on Indian Offices & other Export Promotion Activities within India	G	125,722,539	138,699,602
Expenses on Foreign Offices & other Export Promotion Activities outside India	H	116,845,760	246,177,534
Loss on Sale/adjustment of Assets (Net)		353,046	—
Depreciation		10,529,488	9,433,633
Balance carried down		12,194,544	6,366,736
		<u>265,645,377</u>	<u>400,677,505</u>
Balance brought down		12,194,544	6,366,736
Less : Provision for Gratuity & Leave Encashment		4,591,170	3,245,520
Govt. Grant refunded for earlier year(s)		2,909,000	—
Excess of Income over Expenditure for the year		4,694,374	3,121,216
Balance brought forward from last Year		8,060,322	4,939,106
		<u>12,754,696</u>	<u>8,060,322</u>
Less : Transferred to General Reserve Fund		8,000,000	—
Balance carried to Balance Sheet		<u>4,754,696</u>	<u>8,060,322</u>

Schedules 'D' to 'H' referred to above and Schedule 'T' of Statement of Accounting Policy and Notes form an integral part of this Income & Expenditure Account.

In terms of our attached report of even date.

2, Church Lane
Kolkata 700 001

Date : 15th October, 2008

For **R.K.PATODI & CO.**
Chartered Accountants

(SIDDHARTHA PATODI)
Partner

Membership No. 059144

RAKESH SHAH

Chairman

MAHESH K.DESAI

Vice Chairman

AMAN CHADHA

Vice Chairman

R. MAITRA

Executive Director

B. SARKAR

AED & Secretary

**SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET
as at 31st March, 2008**

SCHEDULE "A"

FIXED ASSETS

Description of Assets	D E P R E C I A T I O N										Net Value as on 31.03.2008	Net Value as on 31.03.2007
	Gross value as on 31.03.2007	Additions during the year	Sales/ Adjustment during the Year	Gross value as on 31.03.2008	Up to 31.03.2007	For the year	Adjustment	Total up to 31.03.2008				
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	
Furniture & Fittings	14462447	932627	615948	14779126	6902292	1466847	401120	7968019		6811107	7560155	
Office Equipments	26152305	192434	742478	25602261	20014768	860745	549396	20326117		5276144	6137537	
Electrical Fittings	2892509	0	10262	2882247	1007081	253564	10185	1250460		1631787	1885428	
Motor Cars	5626188	0	779532	4846656	3256046	479322	260913	3474455		1372201	2370142	
Computer including Software	6752534	101048	74400	6779182	4164253	1039697	71060	5132890		1646292	2588281	
Land & Building	66715569	0	0	66715569	11838191	2748664	0	14586855		52128714	54877378	
PERMANENT PROJECTION CENTRE	2631180	0	0	2631180	698905	269862	0	968767		1662413	1932275	
IMPLEMENTATION OF ERP	5322237	0	0	5322237	2713	2130347	0	2133060		3189177	5319524	
INDIA ENGINEERING CENTRE												
Furniture & Fittings	8658394	0	0	8658394	1795352	1242240	0	3037592		5620802	6863042	
Office Equipment	91306	0	0	91306	16126	10098	0	26224		65082	75180	
Electrical Fittings	220130	0	0	220130	18105	28102	0	46207		173923	202025	
TOTAL	139524799	1226109	2222620	138528288	49713832	10529488	1292674	58950646		79577642	89810967	
Previous year	129403516	10144083	22800	139524799	40288834	9433633	8635	49713832		89810967		

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET
as at 31st March, 2008

SCHEDULE "B"

CURRENT ASSETS, LOANS & ADVANCES

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
A. CURRENT ASSETS				
CASH & BANK BALANCES :				
Cash in hand (as certified by the Management including Foreign Offices Rs. 1,30,993/- ; Regional Offices Rs. 1,88,794/- and Postage Stamps Rs. 340/-)		334,539		313,907
Units in Franking Machine		22,774		60,973
Remittance in Transit		70,000		633,650
Bank Balances : (With Scheduled Banks)				
In Current Account —				
In India				
for Indees	9,969,039		—	
for others	7,178,489		5,407,296	
At Foreign Offices	1,169,715		3,218,820	
In Savings Account —				
In India (including Interest bearing accounts)	7,243,298		5,774,746	
At Foreign Offices	—		—	
In Fixed Deposit [including earmarked deposits for Gratuity & Leave Encashment Fund Rs. 2,94,62,397/- (Previous Year Rs. 2,84,62,397/-)]				
in India	122,366,315		104,884,232	
		147,926,856		119,285,094
Interest accrued but not due		6,090,806		8,818,813
Carried Over		154,444,975		129,112,437

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "B" (Contd.)

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
Brought Forward		154,444,975		129,112,437
B. LOANS & ADVANCES				
1. LOANS				
(out of Staff Welfare Fund)				
i) To Employees towards House Building	11,394,947		12,557,357	
Less : Realisation	<u>8,349,844</u>		<u>8,496,827</u>	
		3,045,103		4,060,530
ii) To Employees towards Purchase of Vehicles	210,000		550,000	
Less : Realisation	<u>190,130</u>		<u>520,270</u>	
		19,870		29,730
iii) To Employees towards Purchase of Computers	470,860		475,180	
Less : Realisation	<u>410,737</u>		<u>362,900</u>	
		60,123		112,280
2. ADVANCES				
(Recoverable in cash or in kind or for value to the received)				
Security Deposits (including Foreign Offices)	1,534,670		1,735,042	
Contribution Receivables for Events	5,302,704		2,933,651	
Other Advances	7,354,710		15,345,531	
Govt. Grant receivable	<u>5,887,568</u>		<u>5,497,096</u>	
		20,079,652		25,511,320
		<u>177,649,723</u>		<u>158,826,297</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET as at 31st March, 2008

SCHEDULE "C"

CURRENT LIABILITIES & PROVISIONS

	Current Year Rs.	Previous Year Rs.
A. CURRENT LIABILITIES		
Sundry Creditors/Payables	43,004,959	35,365,284
Govt. Grant received--in--advance/Refundable	—	2,712,000
Liabilities for VRS monthly payment cases	7,543,921	—
Advance from members against future events	13,564,985	15,258,593
	<u>64,113,865</u>	<u>53,335,877</u>
B. PROVISIONS		
Staff Gratuity & Leave Encashment (Fully invested, refer to Note No. 13 of Schedule 'I')		
As per Last Accounts	28,104,328	27,597,013
Add: During the year (including interest accrued but not due)	<u>6,963,478</u>	<u>5,271,211</u>
	35,067,806	32,868,224
Less: Paid during the year	8,412,199	4,763,896
	<u>26,655,607</u>	<u>28,104,328</u>
[A] + [B]	<u>90,769,472</u>	<u>81,440,205</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULES ANNEXED TO AND FORMING PART OF THE INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2008

	Current Year Rs.	Previous Year Rs.
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SCHEDULE "D"

INCOME FROM MEMBERS

Membership Subscription	115,490,295	107,966,721
Subscription for Panel	390,500	518,100
Special Contribution from Participating Members	101,666,810	114,656,657
	<u>217,547,605</u>	<u>223,141,478</u>

SCHEDULE "E"

GRANT--IN--AID FROM GOVT. OF INDIA

For Hannover Fair - India Partner Country	—	124,170,000
For Other activities	33,810,568	44,501,165
Less : Refundable	—	2,712,000
	<u>33,810,568</u>	<u>165,959,165</u>

SCHEDULE "F"

MISCELLANEOUS INCOME

Advertisement	2,993,886	829,692
Miscellaneous Receipts	1,821,945	1,900,158
Difference in Foreign Exchange	266,841	1,964,405
Participation/Sponsorship from other Agencies	1,126,448	1,073,807
	<u>6,209,120</u>	<u>5,768,062</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2008

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
SCHEDULE "G"				
EXPENSES ON INDIAN OFFICES & OTHER EXPORT PROMOTION ACTIVITIES WITHIN INDIA				
Salaries, Allowances & Exgratia including Staff Welfare, Contribution to Provident Fund & Contribution to Superannuation Fund	59,407,847		59,827,904	
Rent	5,211,330		4,803,355	
Property Tax	2,812,536		116,476	
Printing & Stationary, Postage & Telegram, Telephone & Fax	3,799,038		3,773,555	
Building Maintenance incl. Electricity	5,118,717		5,146,471	
Travelling & Conveyance Charges	1,800,578		2,256,425	
Motor Car Up-keep	969,447		976,177	
Audit Fees	84,270		81,600	
Stipend to Management Trainees	1,182,345		—	
Professional Fees	1,172,007		952,265	
Election Expenses	404,205		163,663	
Meeting Expenses	573,357		579,170	
Legal Expenses	2,004,388		1,897,253	
Miscellaneous Expenses	2,190,474		2,200,724	
Employees' V.R.S. Expenses Written off	11,570,446		6,406,748	
		98,300,985		89,181,786
Other Export Promotion Expenses :				
Advertisement	194,916		102,440	
Seminars & Exhibitions	4,746,657		33,723,131	
Award Function Expenses	5,371,747		4,098,651	
Trade Information Division incl. cost of Publications	5,284,935		4,539,709	
Trade Delegation from abroad	175,575		35,726	
Expenses on MDA Assistance Scheme	136,486		160,091	
Subscription to Journal/Website	1,331,095		1,198,609	
Buyer-Seller Meets in India	8,551,279		262,025	
ISO Series Expenses	259,625		322,198	
Hospitality	525,076		481,343	
Golden Jubilee Celebrations	—		2,793,628	
Expenses on HRD	389,846		356,784	
Expenses on EPO	86,252		1,078,641	
ERP maintenance charges	268,065		—	
Mid-Term Strategy Paper	100,000		—	
WTO Consultants expenditure	—		364,840	
		27,421,554		49,517,816
		<u>125,722,539</u>		<u>138,699,602</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2008

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
SCHEDULE "H"				
EXPENSES ON FOREIGN OFFICES & OTHER EXPORT PROMOTION ACTIVITIES OUTSIDE INDIA				
Salaries, Allowances & Exgratia including Contribution to Provident Fund & Superannuation Fund	8,853,712		11,813,103	
Staff Welfare	329,325		747,722	
Rent	3,754,847		5,887,301	
Electricity & Water	70,783		92,802	
Printing & Stationary, Postage & Telegram, Telephone & Fax	1,592,477		1,737,762	
Travelling & Conveyance Charges	968,794		666,439	
Hospitality	145,261		239,843	
Motor Car Up-keep	893,675		1,186,766	
Foreign office Closing expenses	1,403,585		—	
Other Expenses	462,102		942,800	
		18,474,561		23,314,538
Other Export Promotion Expenses :				
Study Team Sales/Delegation expenses	1,034,513		2,090,390	
Publications for use Abroad	2,741,525		1,087,607	
Buyer Seller Meets	1,073,122		1,103,586	
Market Survey & Research/Subscription to Journals	111,882		201,929	
Exhibitions Abroad including Advertisement (Previous year figure includes Hannover Fair - India Partner Country)	82,916,591		206,027,547	
India Engineering Centre	10,493,566		12,351,937	
		98,371,199		222,862,996
		<u>116,845,760</u>		<u>246,177,534</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2008 AND INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON THAT DATE.

SCHEDULE "I"

A. STATEMENT OF ACCOUNTING POLICY

1. Expenses/Income, especially those relating to specific projects are accounted for in the year for which budget approval has been granted and not necessarily in the year of incurrence of expenditure. Any payment/receipt on that account is kept under advances/liabilities till the year of budget approval.
2. Expenditure related to various Code and other specific activities are booked under those functional heads to conform to the budgets approved by the Government of India. As such, expenses shown under various natural heads are not necessarily the total expenditure incurred under these particular heads.
3. The subscription income from members is accounted for in the year during which it is received irrespective of the year to which it relates. As such, no accrued income is taken into consideration. Similarly, the subscriptions received in excess/advance have also not been treated as liability.
4. Items of printing and stationery are charged to Income & Expenditure Account of the year in which the same are purchased.
5. Pursuant to the policy adopted by the management in 1982-83, the expenditure on Publication is directly charged to Income & Expenditure account and no stock of publications at the end of the year is accounted for, as these are considered purely export promotional literature.
6. Depreciation is being provided under the W.D.V. method at the rates prescribed under Schedule XIV of the Companies Act, 1956.
7. Foreign Currency Transaction :
 - (a) Income & Expenditure (including additions to and sale of Fixed Assets) in foreign currency are translated at standard rates fixed for the year. Standard rates adopted for the current year are enumerated in Sub-para (d) below. However, prepaid expenditure in earlier years and expenditures for which provisions have been made in this year have been converted at the standard rates adopted for the year of payment.
 - (b) Difference between the actual rupee remittance and foreign currency received converted at standard rates is taken as gain or loss on translation. Any increase or decrease in cash and bank balance (in rupee terms) due to change in standard rate from one year to next year is also treated as gain or loss on translation.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "T" (Contd.)

- (c) Liabilities provided for during the year as well as Cash and Bank balances are translated at the standard rates fixed for the following year as mentioned below. However, the liabilities for earlier years are kept at the rates adopted for those particular years.

Currency		Current year (Rs.)	Previous year (Rs.)
(i)	Strait Dollar	1.00	32.00
(ii)	U.S.Dollar	1.00	44.00
(iii)	Rand	1.00	5.00

- (d) Expenses and Income during the current year have been translated at the rate of:

Currency		Current year (Rs.)	Previous year (Rs.)
(i)	Strait Dollar	1.00	27.50
(ii)	U.S.Dollar	1.00	42.00
(iii)	Euro	1.00	55.00
(iv)	Rand	1.00	6.00

8. Employees Voluntary Retirement Scheme (V.R.S.) expenses for earlier years are being written-off in equal annual installments. Such expenses during 2007-08 are also being written off in equal annual installments over a period of two years. The amount to be written-off in the subsequent years is being shown as Deferred Revenue Expenditure in the Balance Sheet.

B. NOTES ON BALANCE SHEET

9. Every member of the Council other than the Officials of Government undertakes to contribute to the assets of the Council in the event of the same being wound up during the time that he was a member or within one year afterwards, for payment of the debts and liabilities of the Council contracted prior to the date on which he ceases to be a member and the costs, charges and expenses of winding up the same and the adjustment of the right of the contributories among themselves, such amount as may be required not exceeding Rs. 1,000/- in the case of Ordinary Members and Rs. 250/- in the case of Associate Members.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

10. Fixed Assets:

- (a) As an impact of the policy for conversion of additions deductions to Fixed Assets (paid/received in foreign currency) at standard rates as detailed under Para 7(d) of the Statement of Accounting Policy, the difference between actual and standard rates of exchange is being charged credited to Income & Expenditure Account as difference in exchange rate, whenever the actual rate is different from the standard rate of exchange. The policy is being consistently followed for years and hence the net effect of the same has not been ascertained.
 - (b) Office equipment include those fans, refrigerators, dish washing machines etc. acquired prior to 01.04.1982.
11. (a) Secured Loans to employees for house building and purchase of vehicles includes cases where mortgage/lien could not be created and hence remained unsecured. The execution of mortgages etc. is pending due to reasons beyond the control of the loan debtors. However, efforts are on to expedite the execution of mortgage/hypothecation.
 - (b) Other Advances in Schedule-B include Rs. 28,97,591/- due from an ex-employee of the Council towards misappropriation of funds in Johannesburg. The Council has recovered from him a sum of Rs. 18,59,494/- in the financial year 2008-09 till the date of finalization of the accounts. However no provision has been made on this account in the books.
 - (c) Interest accrued but not due on house building and vehicle advance are not taken into account. Interest realised on such loans are, however, accounted for by way of directly crediting the same to "Staff Welfare Fund" account instead of routing them through Income & Expenditure Account.
12. The Council is separately maintaining bank accounts (including deposit accounts) in connection with opposing non-tariff barriers, International Price Reimbursement Scheme etc. as a custodian only, which are not forming part of the Council's accounts.
 13. Provision for Gratuity & Leave encashment have been taken on actuarial valuation on the present value of future liability. Provision for this year include interest amounting to Rs. 23,72,308/- earned on earmarked investments of Gratuity & Leave Encashment Fund directly credited to such Fund account without routing the same through Income & Expenditure A/c for the year.
 14. Council is maintaining a Joint Bank Account with four other Export Promotion Councils, which have also acquired office space along with this council in the Trade Facilitation Centre at Kolkata. Since this Council is acting as a Custodian of this joint bank account, the funds belonging to it if any in the year end balance in this account are treated as an advance in the Balance Sheet of the Council.
 15. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

C. NOTES ON INCOME & EXPENDITURE ACCOUNT

16. Grant received from Government of India amounting to Rs. 5,16,12,000/- for disbursement of Exporters under MDA Assistance Scheme has not been treated as Income for the year since the Council only acts as a custodian of the said Grant. Similarly amount disbursed during the year aggregating to Rs. 3,72,69,720/- to the Exporters under MDA Assistance Scheme is not treated as Expenditure for the year. The Council has appointed a firm of Chartered Accountants for checking the claim of the exporters under this Scheme before making any such disbursement. The interest, if any, earned on the funds received for making such disbursements under this Scheme is utilized for meeting various administrative expenses e.g. Audit Fees, Bank Charges etc., incurred by the Council for administering this Scheme and is shown accordingly in the Accounts.
17. Provision has been made of Rs. 26,16,174/- towards Municipal Taxes payable up to 31.03.2008 in respect of office premises of the Council in Kolkata on the basis of valuation of Kolkata Municipal Corporation.
18. Special contribution from participating members (Schedule "D") represents amounts received towards delegations, publicity, conferences etc.

D. GENERAL

19. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
20. The name of the Council was changed from Engineering Export Promotion Council to EEPC INDIA on 7th July, 2008 vide fresh certificate of incorporation from the Registrar of Companies, West Bengal.
21. Previous year's figures have been regrouped / rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.
22. Earnings in Foreign Exchange :

2007-2008

Rs.

(i) Interest	0 (0)
(ii) Vat refund	0 (0)
(iii) Others	27,12,156 (4,97,604)

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

23. Expenditure in Foreign Currency :

	2007-2008 Rs.
(i) Salary, Medical & other benefits	83,23,936 (1,10,93,257)
(ii) Rent, Rates & Taxes	37,54,847 (58,87,301)
(iii) Exhibitions, Showrooms, Conferences, Symposiums	5,31,63,351 (17,15,82,281)
(iv) Delegations, Study Team and Sales Team	8,56,971 (11,92,691)
(v) External Publicity	20,82,940 (26,38,459)
(vi) Capital Assets	0 (44,03,121)
(vii) Miscellaneous	1,60,59,568 (2,33,88,862)
(viii) Market Survey	0 (0)

* Notes : Figures in brackets are for previous year.

2, Church Lane
Kolkata 700 001

Date : 15th October, 2008

For **R.K.PATODI & CO.**
Chartered Accountants
(SIDDHARTHA PATODI)
Partner
Membership No. 059144

RAKESH SHAH
Chairman
MAHESH K. DESAI
Vice Chairman
AMAN CHADHA
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

EEPC : HO : 53rd Annual Report - 2007-2008 : 116 : OCT' 08 : 12000