



SEMINAR ON

“BUSINESS OPPORTUNITIES IN CZECH REPUBLIC”

(With special reference to “THE INDIA SHOW” at MSV – 54th International Engineering Fair Brno Exhibition Centre Brno, Czech Republic to be held in September 2012. India is the Partner Country at MSV)

On 8TH AUGUST 2012, 2.30 PM onward AT

IIA BHAWAN, VIBHUTI KHAND , GOMATI NAGAR, LUCKNOW

Mr. Jiri Janicek, First Secretary, Embassy of the Czech Republic in India will be at IIA Bhawan Lucknow to speak on “Czech Republic – A Gateway to Central and Eastern Europe” on 8th August 2012, at 2.30 PM. Along with him we have invited Dr Anil Kumar Gupta, Industrial Development Commissioner U.P as well as Mr Mukul Singhal, Principal Secretary SSI & Export promotion U.P to speak on participation of Govt. of U.P in India Show in Czech Republic in September 2012. Mr. Nishikant Jumde, Sr. Dy. Director EEPC INDIA, New Delhi will also be with us to speak on EEPC Activities and on organizing India Show at Brno, Czech Republic.

Detailed programme schedule and the Circular India Show Brno Czech Republic are attached herewith for kind reference.

This is an excellent opportunity for IIA members especially for those who are running Engineering Industries to interact with the First Secretary of Czech Republic alongwith senior Officers of Govt. of U.P & EEPC and to explore the possibility of their participation in the India Show in Czech Republic in September 2012.

Interested IIA Members may confirm their participation urgently through return e-mail / telephone.

Manish Goel
General Secretary



Indian Industries Association

IIA Bhawan, Vibhuti Khand Gomti Nagar Lucknow-226010
Ph: +91-522-2720090, +91-522-3248178 Fax: +91-522-2720097
Website : www.iaonline.in

Note: Use E-mails - Save Paper - Protect Trees & Go Greener

**EEPC INDIA IN ASSOCIATION WITH
INDIAN INDUSTRIES ASSOCIATION
ORGANIZES SEMINAR ON
“BUSINESS OPPORTUNITIES IN CZECH REPUBLIC”**

**(With special reference to “THE INDIA SHOW” at MSV – 54th International Engineering Fair Brno
Exhibition Centre Brno, Czech Republic to be held in September 2012. India is the Partner
Country at MSV)**

**On 8TH AUGUST 2012 AT
IIA BHAWAN, VIBHUTI KHAND , GOMATI NAGAR, LUCKNOW**

Timing	Description
2.30 PM – 3.00 PM	Registration
3.00 PM – 3.10 PM	Welcome Address by Mr. Manish Goel, General Secretary, Indian Industries Association
3.10 PM – 3.30 PM	Presentation By Mr. Nishikant Jumde, Sr. Dy. Director EEPC INDIA, New Delhi on EEPC Activities and on organizing India Show at Brno, Czech Republic.
3.30 PM – 3.50PM	Presentation By Mr. Jiri Janicek, First Secretary, Embassy of the Czech Republic in India on “Czech Republic – A Gateway to Central and Eastern Europe”
3.50PM – 4.10 PM	Address by Mr Mukul Singhal, I.A.S, Principal Secretary, SSI & Export Promotion Uttar Pradesh
4.10PM – 4.40 PM	Question and Answer Session
4.40 PM – 4.45 PM	Vote of Thanks by Mr M.N.Lari , Co-Chairman, International Business Promotion Working Group , Indian industries Association
4.45 PM	High Tea

EEPC INDIA

Invites Participation in
"THE INDIA SHOW"

at MSV – 54th International Engineering Fair
Brno Exhibition Centre
Brno, Czech Republic

September 10 – 14, 2012 (5 days)

India is the Partner Country at MSV

EEPC India is poised to take the next India Show to Central Europe.

India Show is an initiative of Ministry of Commerce & Industry, Govt. of India to showcase prowess of diverse sectors as well as to promote Brand India image across the globe.

EEPC India, as one of the lead agencies, is pleased to announce **The India Show in Czech Republic** – gateway to Central and East European markets – coinciding with **MSV-International Engineering Fair at Brno Exhibition Centre, Brno during 10th – 14th September, 2012**. Around 150 companies from small, medium and large sectors will be participating to explore the potential opportunity.

MSV-International Engineering Fair, Brno is a leading industrial trade fair in Central Europe offering a platform for concurrent presence of key areas of manufacturing industry. Organised by **BVV Trade Fairs Brno**, the Show is well attended by exhibitors and visitors from all across Europe and provides an opportunity for new business contacts, investment decisions, knowledge transfer etc.

The 2012 Show is the 54th edition where India will be present as the **Partner Country**.

Concurrent Exhibitions

IMT – 8TH INTERNATIONAL MACHINE TOOLS EXHIBITION

- Machine tools
- Forming machines
- Precision tools
- Equipment and accessories for metalworking and forming machines, etc.

PLASTEX – 3RD INTERNATIONAL PLASTICS, RUBBER AND COMPOSITES FAIR

- Polymers – raw materials and auxiliaries
- Machines and equipment for processing plastics and rubbers
- Moulds, tools and jigs
- Computer, testing and measuring technologies for plastics and rubbers etc.

FOND-EX – 14TH INTERNATIONAL FOUNDRY FAIR

- Foundry equipment – design, construction, production and engineering
- Melting plant equipment, refractories
- Casting machinery, equipment and accessories
- Castings etc.

WELDING – 21ST INTERNATIONAL WELDING ENGINEERING FAIR

- Flame welding, surfacing and oxygen cutting machinery and equipment
- Arc-welding, surfacing and cutting machinery and equipment
- Resistance welding machinery and equipment
- Machinery and equipment for pressure welding etc.

PROFINTECH – 4TH INTERNATIONAL SURFACE TECHNOLOGY FAIR

- Machinery and equipment for cleaning and treatment of surfaces
- Electroplating equipment and accessories
- Coating materials etc.

INTERPROTEC – 11TH INTERNATIONAL FAIR OF PERSONAL PROTECTIVE EQUIPMENT, HEALTH AND SAFETY AT WORK

- Hand, head, eye and ear protection
- Respiratory protective equipment
- Body and foot protection, measuring and test equipments
- Textiles, materials and semi-finished products for the manufacture of personal protection and safety equipment etc.

Statistics – 2011

- **Total Exhibitors** : 1600 exhibitors from 28 countries
- **Total Visitors** : 78,500 visitors from 59 countries
- **Exhibition area** : 42,000 sqm. net

Statistics – 2010

- **Total Exhibitors** : 1,601 companies from 28 countries
- **Total Visitors** : 71,300 exhibitors from 59 countries
- **Major exhibitors from** : Germany, Slovakia, Italy, *Austria*, Switzerland, Poland and France
- **Major visitors from** : Germany, Slovakia, *Austria*, Hungary, Italy

Why Czech Republic

- ◆ Located in Central Europe and Landlocked by Germany, Poland, Slovakia, Austria – Gateway to Central and Eastern Europe;
- ◆ India's share in Czech's total engineering import is around 0.4%;
- ◆ India's share in import of engineering items to East & Central Europe are 0.41% & 0.46% respectively;
- ◆ In a study conducted by Ernst & Young, Czech Republic has been identified as core market with significant potential for export;

- ◆ India's relations with the former Czechoslovakia, and with the Czech Republic, have always been warm and friendly;
- ◆ The two countries enjoy Double Taxation Avoidance Agreement, which was signed in October 1998.

Benefits to Exhibitors

Partner Country status to India – Additional publicity and VIP presence :

- New markets
- New business opportunities
- New contacts
- New know how
- Networking

Fair Focus

- **Automobile components, spares, accessories**
- **Mining, metallurgical, ceramic and glass engineering**
 - Machines and equipments for open cast mines and pits
 - Machines for working and processing raw minerals
 - Equipment for metallurgical plants, steel works, rolling mills and for manufacturing ferrous and non-ferrous metals
 - Sheet metal and fabrication machinery
 - Welding & brazing equipment
 - Machines and equipment for the ceramic and glass industries
- **Materials and component for mechanical engineering**
 - Casings & forgings, and pressings
 - Fasteners
 - Pumps, valves & compressors
 - Hand tools, power tools & accessories
 - Vessels, tanks, boilers & heat exchangers
 - Seals, bearings
 - Gears, clutches, brakes, lubricating technology
 - Steel pipes, tubes & fittings
- **Drives, hydraulics and pneumatics, cooling technology and air-conditioning**
 - Electric and mechanical drives, engines
 - Compressors , pneumatic elements
 - Cooling and freezing equipment
 - Machinery for HVAC
 - Hydraulic elements and systems
 - Fittings, pipelines, tanks, pumps
- **Power engineering and heavy-current electrical engineering**
 - Primary sources for power engineering
 - Power plants & equipment
 - Motors, cogeneration units, transformers
 - Cables and conductors
 - Electro technical insulators and insulants

- Power capacitors, accumulators
- Electric HV and VHV instruments
- Boilers and heating equipments
- Electric light supplies
- **Electronics, automation and measuring technology**
 - Control, automation and regulation technology
 - Machines and equipments for the electrical engineering industry
 - Measuring and laboratory technology
- **Ecological technology**
 - Plants for processing polluted air and waste gases
 - Water treatment plants, pumping stations
 - Energy – Solar & wind
- **Research, development, transfer of technologies, financial and other services**
 - Engineering process outsourcing
 - Design, technical & consultancy services
 - Financial services
- **Transportation, handling, industrial packing, warehousing and logistics, etc.**
 - Ships, rail, vehicles, airplanes
 - Cranes, lifting equipment, elevators
 - Transport trucks and equipment
 - Earth moving equipment
 - Handling equipment, scaffolding
 - Warehousing equipment
 - Packaging machinery
 - Telematics, communication, information and control systems for logistics
 - Assembly machinery and equipment
- **Machine tools & accessories**
- **Plastic products & processing machinery**
- **Pharmaceutical machinery**
- **Food processing machinery**

Details of the Show

Name of the Show : MSV International Engineering Fair
Venue : Brno Exhibition Centre, Brno, Czech republic
Date : 10 – 14 September, 2012 (5 days)

Display Booth

Each built-up booth of 9 sqm. shall contain :-

- 1 Information Counter
- 1 Table
- 4 Chairs
- 3 Spot Lights
- 1 Electrical socket
- 1 Waste Basket
- Carpet
- Fascia

For additional furniture and other requirements, prior intimation has to be made to the EEPC India against payment.

For bigger stall separate conditions would be applicable.

Participation Charges

9 sqm. built-up booth (One side open) : US\$ 330 per sqm. or INR 18,000 per sqm.

Raw space (min. Area 36 sqm.) : USD 280 per sqm. or INR 15400 per sqm.

Corner surcharge : 10% extra.

Due to limited availability of corner booths, allocation will be done on first-come, first-served basis subject to receiving full payment.

Special incentive : Price subsidy/rebate is available under MSME/other scheme.

Mode of Payment

Full payment is to be made by

- ❖ Demand Draft/at par Cheque to be drawn favouring "EEPC INDIA" along with the duly filled-up Application Form

OR

- ❖ Swift Transfers in US Dollar **(to add US\$ 50 per remittance to offset bank charges etc.)** as per following details:

Name of the Bank : HDFC BANK LTD

Address of the Bank : Central Plaza, 2/6 Sarat Bose Road, Kolkata - 700 020

Branch Code : 0014

Account Number : 00148580000013

Beneficiary Name : EEPC INDIA

SWIFT Code : HDFCINBBCAL

THROUGH:

JP MORGAN CHASE BANK, NEW YORK

A/c. No. 001-1-406717

SWIFT Code – CHASUS33

CHIPS ABA : 0002

FEDWIRE ABA : 021000021

CHIPS UID # 354459

Payment & Cancellation

Full payment should be made along with **Application Form**, duly filled in latest by **11th August 2012**. The payment should be made by way of **Demand Draft** drawn in favour of “**EEPC India**” or **Swift Transfers** as indicated above.

Booking of space will be considered only after receiving 100% payment. Cancellation of booking will not be allowed. Request for cancellation shall result in forfeiture of payment already made.

Selection Criteria

Final selection of the participants will be done by a Committee based on the criteria such as Accreditation to the International Standards (like ISO, QS, etc.), foreign collaboration, annual exports etc.

Shipment of Exhibits

In order to facilitate shipment of exhibits, EEPC India will appoint a Shipping Agent. However, the participants are free to choose their own shipping agents.

Travel and Hotel Accommodation

EEPC India will assist participants in locating suitable airlines and hotels at Brno, Czech Republic at negotiated rates through accredited Travel Agents. However, participants are free to make their own travel/hotel arrangements.

Visa

EEPC India will issue recommendation letters in favour of the representatives of the participating Indian companies in “The India Show” for issuance of visa. However, EEPC India will not give any guarantee to this effect, as this is the sole discretion of the Embassy of Czech Republic in India.

EEPC India will recommend for issuance of visas for a maximum number of two participants for each 9 sqm. booth.

Benefit of the Member-Exporters

EEPC India is organizing “The India Show” in Brno, Czech Republic under the MAI Scheme of Ministry of Commerce & Industry, Government of India. Therefore no MDA grant would be available. The rates mentioned above are subsidized as per MAI Scheme of Government of India.

Participants' Details

In "The India Show" EEPC India intends to circulate the details of all the participants in a **CD/other Electronic Format** on a complimentary basis instead of printed Exhibitors' Profiles. The electronic format will be highly interactive and will be a ready reckoner for the overseas buyers.

Participants are requested to send the following information along with the Application Form over e-mail to the respective Regional Offices with a copy to Head Office

1. Company Profile (not more than 100 words)
2. Contact Details (as per the Application Form)
3. Logo – pdf or jpg format
4. E-Brochure in pdf format or scanned copy of Product Catalogue (within 2 pages)
5. Product Pictures – tiff/high resolution jpg format.

Submission of Application

Interested firms may please send their Application Forms (enclosed) duly filled in and signed, along with the payment latest by **1th August, 2012** to any of the following offices in the respective regions:

R. Maitra

Executive Director
EEPC INDIA
Vandhna, 4th Floor
11, Tolstoy Marg
New Delhi – 110 001
Tel. : 91-11-23711124/23711125
Fax : 91-11-23310920
E-mail : eepcto@eepcindia.net
Website : www.eepcindia.org

Bhaskar Sarkar

Addl. Executive Director & Secretary
EEPC INDIA
Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1, Wood Street
Kolkata – 700 016
Tel. : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eepcho@eepcindia.net

Rajat Srivastava

Regional Director
EEPC INDIA
Centre 1, 12th Floor
World Trade Centre, Cuffe Parade
Mumbai – 400 005
Tel. : 91-22-42125555
Fax : 91-22-42125556, 22180119
E-mail : eepcromum@eepcindia.net

M. Ganesan

Regional Director
EEPC INDIA
Greems Dugar (3rd Floor)
149, Greems Road
Chennai – 600 006
Tel. : 91-44-28295501/28295502
Fax : 91-44-28290495
E-mail : eepcrochen@eepcindia.net

Ms. Anima Pandey*Regional Director*

EEPC INDIA

Vanijya Bhavan (2nd Floor)

International Trade Facilitation Centre

1/1, Wood Street, Kolkata - 700016

Tel. : 91-33-22890673/74

Fax : 91-33-22890687

E-mail : eepcrokol@eepecindia.net

K. V. Rajasekharan*Assistant Director*

EEPC INDIA

4A, 'Vandhna', 4th Floor

11, Tolstoy Marg

New Delhi – 110 001

Tel. : 91-11-23314171/74

Fax : 91-11-23317795

E-mail : eepcrodel@eepecindia.net

C H Nadiger*Sr. Assistant Director*

EEPC INDIA

Vinayaka Complex (2nd Floor)

44/45, Residency Road Cross

Bangalore – 560 025

Tel. : 91-80-25581396/25588669

Fax : 91-80-25586914

E-mail : eepcsroblr@eepecindia.net

Opinder Singh*Sr. Assistant Director*

EEPC INDIA

Plot Comm. 1, Focal Point

Jalandhar – 144 004

Tel. : 91-181-2602264

Fax : 91-181-2601124

E-mail : eepcsrojld@eepecindia.net

J V Raja Gopal Rao*Sr. Assistant Director*

EEPC INDIA

'Soham Mansion' (1st Floor)

No. 5-4-187/3 & 4/4, M. G. Road

Secunderabad – 500 003

Tel. : 91-40-27536704

Telefax : 91-40-27536704

E-mail : eepcsrohyd@eepecindia.net

Sudhakaran C K Nair*Assistant Director*

EEPC INDIA

TF- 313/A (3rd Floor)

ATMA House, Ashram Road

Ahmedabad – 380 009

Tel. : 91-9725663534/79-26588720

E-mail : eepcsroahd@eepecindia.net

Application Form
The India Show in MSV-Brno, Czech Republic
(September 10 - 14, 2012)

Name of the Company			
Postal Address			
Phone (with area code)			
Fax (with area code)			
E-mail			
Website			
PAN No. of the company			
TAN No. of the company			
Total space required (Minimum 9 sq. mtr.)	Area :	sq. mtr.	
Booth type	One side open	Two sides open	
Fascia name to be displayed			
Amount with DD/Chq no. & date			
Name & Designation of the MD / CM			
Name & Designation of the Participants			
Mobile No.			
Passport No.			
Place of Issue			
Date of Issue & Valid up to			
Status	Manufacturer/Exporter Export House	Merchant Exporter	
Total Annual Export (in Million US\$)	<u>2009-10</u>	<u>2010-11</u>	<u>2011-12</u>
Total Export to EU (in Million US\$)	<u>2009-10</u>	<u>2010-11</u>	<u>2011-12</u>
Foreign Collaboration, if any			
Products Manufactured/Exported			
Countries of Export			
Accreditation to International Standards (like ISO, QS, etc.)			
Nature of Display	<u>Display of Samples</u>	<u>Display of Posters</u>	

Please send us this Form duly filled in and signed along with full payment and following information for preparing CD :

Company Profile (within 100 words); Contact Details; Logo – pdf or jpg format; E-Brochure in pdf format or scanned copy of Product Pictures (within 2 pages); Product Pictures – tiff/high res. Jpg format.

Date : _____ Signature : _____
Office Seal : _____