



*OVERSEAS MARKET INFORMATION *TRADE OPPORTUNITIES *TRADE FAIRS, EXHIBITIONS & SEMINARS / CONFERENCES ABROAD
*OVERSEAS TENDER NOTICES *TENDERS *ITPO ACTIVITIES *MECHANICAL DATA/ADVERTISEMENT TARIFF

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AUSTRALIA**ECONOMIC AND COMMERCIAL DEVELOPMENTS IN AUSTRALIA****Economy**

The Australian Bureau of Statistics (ABS) figures show that GDP, in seasonally adjusted volume terms, grew 0.2% in the September quarter 2010, after growing 1.1% in the June quarter. Growth was driven by an increase in Household expenditure (+ 0.6 %) and fixed capital expenditure (0.9%). This was partially offset by a fall in exports (+2.5%) and in imports (0.5%).

Inflation

The Australian Bureau of Statistics (ABS) Consumer Price Index rose 0.7% in the September quarter 2010, compared with a rise of 0.6% in the June quarter 2010. The ABS Consumer Price Index rose 2.8% through the year to September quarter 2010, compared with a rise of 3.1% through the year to June quarter 2010.

Interest rates

The Reserve Bank of Australia (RBA) maintained the cash rate at 4.75 %. In November 2010 the RBA had raised the rate by 0.25 % to 4.75 %.

Unemployment

The Australian unemployment rate decreased 0.2 percentage points to 5.0 per cent in December, as announced by the Australian Bureau of Statistics (ABS). The ABS reported labour force participation in December of 65.8 per cent, a decrease of 0.2 percentage points from November.

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Balance on goods and services

Figures released by the Australian Bureau of Statistics (ABS) showed that in seasonally adjusted terms, the balance on goods and services was a surplus of \$2,625m in October 2010, an increase of \$811m on the surplus in September 2010.

Exports of Goods and Services

In seasonally adjusted terms, between September 2010 and October 2010, goods and services exports rose \$253m (1%) to \$24,324m. Non-monetary gold rose \$414m (36%) and rural goods rose \$181m (8%). Non-rural goods fell \$245m (2%) and net exports of goods under merchandise fell \$23m (79%). Services exports fell \$73m (2%).

Imports of Goods and Services

In seasonally adjusted terms, between September 2010 and October 2010, goods and services imports fell \$558m (3%) to \$21,699m. Intermediate and other merchandise goods fell \$411m (5%), consumption goods fell \$111m (2%) and non monetary gold fell \$48m (8%). Capital goods rose \$5m. Services imports rose \$ 8m.

Australia's main export destinations for goods and services: China, Japan, India, Republic of Korea, USA. (2009-10)

Australia's main import sources for goods and services: China, USA, Japan, Thailand, Singapore. India is ranked 22 (2009-10).

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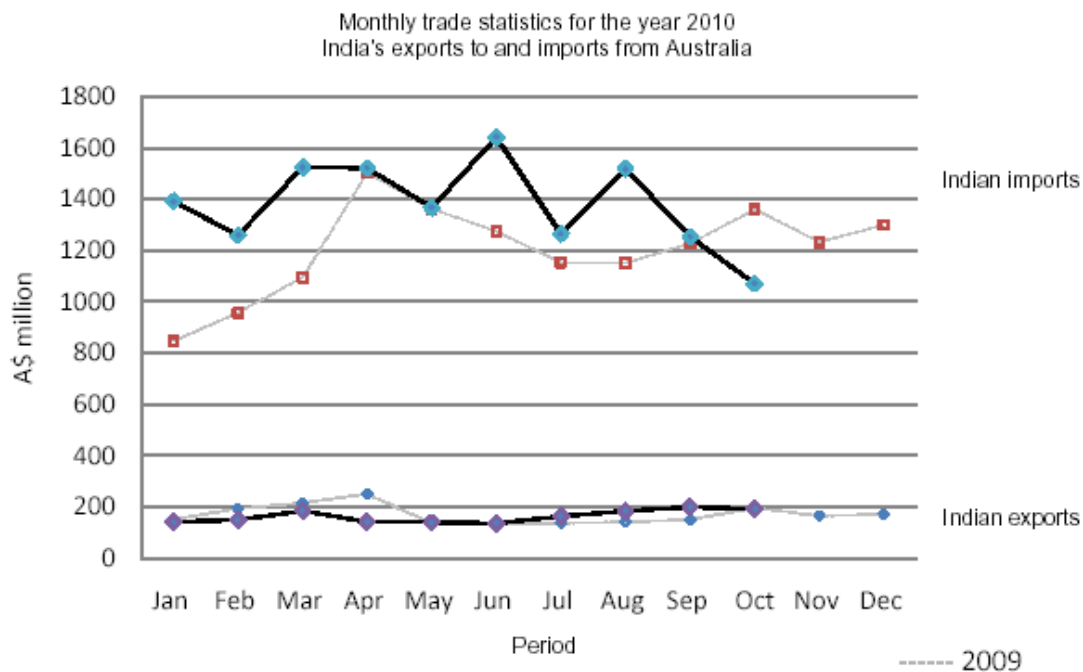
Trade Statistics

SITC	Top ten commodities	US\$ million	A\$ million
89731	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal (excl. watches and watch-cases)	19.7	20.2
66729	Diamonds (excl. unsorted diamonds & sorted industrial diamonds) worked further than simply sawn, cleaved or bruted, but not mounted or set	14.6	14.9
78120	Motor vehicles for the transport of persons	9.5	9.8
54293	Medicaments put up in measured doses or in forms or packings for retail sale (excl. waste pharmaceuticals)	6.2	6.4
65847	Toilet and kitchen linen of cotton	3.6	3.7
77521	Refrigerators, household type, whether or not electrical or containing a deep freeze compartment	3.2	3.3
87315	Electricity supply or production meters (incl. calibrating meters)	2.8	2.9
74780	Taps, cocks, valves (incl. thermostatically controlled)	2.7	2.7
74494	Parts for continuous action elevators and conveyers for goods or materials and parts for lifting, handling, loading or unloading machinery	2.6	2.7
77637	Photosensitive semiconductor devices and light emitting diodes	2.3	2.4

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Indian Imports

SITC	Top ten commodities	US\$ million	A\$ million
32121	Bituminous coal, whether or not pulverized, not agglomerated	524.0	536.8
97101	Non-monetary gold (incl. gold plated with platinum)	285.7	292.7
28310	Copper ores and concentrates	81.8	83.8
26811	Shorn greasy wool (incl. fleece washed wool)	13.5	13.8
32500	Coke and semi-coke (including char) of coal, of lignite or of peat	13.0	13.3
28770	Manganese ores and concentrates	9.1	9.3
2221	Milk, in solid form, of a fat content, by weight, not exceeding 1.5%,	8.9	9.1
68231	Bars, rods and profiles of refined copper	8.7	8.9
68512	Refined lead, unwrought	5.7	5.8
53311	Pigments and preparations based on titanium dioxide	5.2	5.3



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Australian overall trade

Australian overall Exports	US\$ 20,052.2 (A\$ 20,543.2) million
India's Share of Australia's Exports	5.2 %
Australian overall Imports	US\$ 17,226.2 (A\$ 17,648) million
India's Share of Australia's Imports	1.08 %

Australian overall trade**Total trade in US\$ and its growth in trade, in goods (of 5 major categories) for the month of Oct 2010 @ US\$ 0. 9761**

Major sectors of imports - Machinery and transport equipment US\$ 6810.6 (A\$ 6977.4) million, Miscellaneous manufactured articles US\$ 2459.4 (A\$ 2519.6) million, Mineral fuels, lubricants and related materials US\$ 2177.7 (A\$ 2231.1) million, Chemicals and related products, US\$ 1905.3 (A\$ 1951.9) million and Manufactured goods classified chiefly by material US\$ 1871.3 (A\$1917.1) million.

Major sectors of exports - Crude materials, inedible, except fuels US\$ 6687.2 (A\$ 6851.0) million, Mineral fuels lubricants and related materials US\$ 5648.1 (A\$ 5786.4) million, Commodities and transactions. US\$ 2232.1 (A\$ 2286.7) million, Food and live animals US\$ 1834.2 (A\$ 1879.1) million and Manufactured goods classified chiefly by material US\$ 1237.5 (A\$ 1267.8) million.

Exports and imports of goods and services

According to figures released by Australian Bureau of Statistics, in seasonally adjusted, the current account deficit rose \$2,417m (45%) to \$7,830m in the September quarter 2010. The surplus on the balance of goods and services fell \$797m (12%) to \$5,773m. In seasonally adjusted terms at current prices, goods exports fell \$944m (2%) to \$60,294m in the September quarter 2010. Services exports, in seasonally adjusted terms at current prices, rose \$29m to \$13,329m, with volumes down 1% and prices up 1%.

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The value of Australia's imports of goods in the September quarter 2010, in seasonally adjusted terms at current prices, fell \$436m (1%) to \$53,755m. Services imports in seasonally adjusted terms at current prices, rose \$29m to \$13,329m.

Major investments within and outside the country

According to figures released by Australian Bureau of Statistics, Australia's net international investment position at 30 September 2010 was a net foreign liability of \$771.3b, rising \$4.2b (1%) on the 30 June 2010 position of \$767.1b.

Economy

Reserve Bank of Australia (RBA) has left the cash rate unchanged at 4.75 per cent in December 2010. RBA said that the employment growth had been very strong over the past year, although some leading indicators suggest a more moderate pace of growth ahead. The government is forecasting a jobless rate of 4.75 per cent by mid 2011 and 4.5 per cent a year later.

The Australian Retailers Association (ARA) reported that in November 2010 clothing, footwear and personal accessory sales were down 3.7 per cent compared to November 2009 and department store sales were down 2.4 per cent. A decline in November 2010 retail sales was a key cause of heavy pre Christmas discounting. The Australian retail sector is the country's largest employer and it's still suffering in the wake of the GFC while other sectors have recovered.

A survey by the Australian Industry Group/PwC Australian Performance of Manufacturing Index (PMI) reports that only seven of the 12 manufacturing sub sectors expanded in the month of November 2010. The softening of manufacturing activity in November is attributed to the strong Australian dollar, rising interest rates and skills shortages. The PMI fell 1.8 points to 47.6 in November, driven by falls in the basic metals and machinery and equipment subsectors. Readings below 50 indicate contraction in activity.

Forecasters have predicted 50mm-100mm of rain across much of the country's east, starting in South Australia, spreading through Victoria, Tasmania and western NSW. Queensland has already been affected by flooding. NSW farmers hopeful of a bumper crop this season are now contemplating flooded fields and ruined crops. Estimates have the total losses in NSW around the \$1 billion mark. Flooded mines in central Queensland are causing concern, both for their potential

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to discharge toxins and for lost production. Several council areas in central and southwest Queensland have been declared a natural disaster.

Investment & Mining

Aston Resources Ltd has signed a deal to sell a 15 per cent stake in its flagship Maules Creek coal project in New South Wales to Japan's Itochu for \$345 million. The project is understood to be among Australia's largest coal deposits, containing both semi-soft coking coal and thermal coal, and is expected to have a mine life of more than 30 years. The Indian infrastructure company and industrial conglomerate, Lanco has purchased one of the biggest coal mines in Western Australia, formerly owned by Griffin Coal, for as much as \$850 million. Lanco beat rival bidders from Japan and China. Lanco said that the mine was strategically located for India because it was closer than mines in New South Wales and Queensland. The transaction is understood to be one of India's largest yet investments in Australia.

Chinese firm Yanzhou Coal Mining is to inject 5.9 Yen billion into, its Australian subsidiary Yancoal Australia Pty Limited. Yancoal Australia will also inject CNY 1.66 billion or US\$250 million to acquire a 30 per cent stake in Auster Coal Mine from a subsidiary of IMC Group to hold a 90 per cent stake in Auster Coal Mine. Auster Coal Mine has an open coal mine and an underground mine with a total annual capacity of 5.2 million tones of raw coal. The Auster Coal Mine produces premium coking coal and has total coal reserves of 96.5 million tones, of which 49.10 million tones are from the open pit coal mine and the remaining reserves are from the underground mine.

Exoma Energy Ltd has agreed to sell a 50 per cent interest in its gas exploration permits in Queensland's Galilee Basin to an Australian subsidiary of Chinese energy company, China National Offshore Oil Corporation (CNOOC) for A\$50 million. The Chinese company will acquire an equal interest in five permits on exploration and appraisal. The agreement and options are subject to approval from the Queensland government and Chinese Government Authorities and the Foreign Acquisitions and Takeovers Act.

Xstrata Coal has decided to develop the Ravensworth North open cut mine in New South Wales for \$US1.36 billion (\$A1.38 billion). Xstrata said that the project in the Upper Hunter Valley will produce eight million tones per annum of export thermal and semi soft coking coal at full production levels. First coal is expected to be delivered in July 2012. Heavy rains continue to hamper Queensland coal mines and turned scores of open cut coal mines into dams, with

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production delays expected to cost billions. Mining giant Rio Tinto, Wesfarmers, Macarthur Coal Ltd and Aquila Resources Ltd have all been affected. The rain also forced Wesfarmers Ltd to downgrade the full year metallurgical coal sales volume forecast for its Curragh mine in Queensland. A force majeure declared on all of Curragh's export. Macarthur Coal Ltd and Aquila Resources Ltd also declared force majeure at their Queensland operations due to heavy rain affecting production. The South Australian Government has approved 16 major mines in the state. A uranium project and a copper gold mine are expected to begin production in 18 months.

Agriculture

The Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES) has downgraded its original commodity forecast for 2010/11 by \$3.8 billion, partly due to a poor winter cropping season. Wheat exports are forecast to be around \$4.7 billion, a \$480 million downgrade from its previous forecast released in September. Farm exports are now forecast at \$30.2 billion, down \$1.2 billion from the September estimate, but is still six per cent higher than 2009/10.

Export of Australian rock lobster, is being affected by an apparent Chinese ban on importing Australian lobsters. Rock Lobster exporters and fishermen in WA, South Australia and Tasmania are warning of an imminent collapse of their businesses after their produce was banned from accessing the Hong Kong export market. The ban has been in place since November 15 and has now extended across mainland China. The fishermen said that there are tens of millions of lobsters sitting on boats about to come into port or in processing plants with no market.

Technology

A joint collaboration between the Commonwealth Scientific and Research Organization (CSIRO) and the Bureau of Meteorology has launched a river flow management web tool. The seasonal stream flow forecasts will enable to better water management. Water users in the Murray Darling Basin will be able to gauge river flows up to three months in advance. The forecast service provides the likelihood of high, median or low flows through 13 rivers and eight major storages in the southeast of the basin, using existing climate and catchment information.

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Automotive

Flex Ethanol Australia, backed by car maker Holden, will build Australia's first commercially viable ethanol plant in Victoria. The new company has been formed to prepare for commercial production of ethanol from household rubbish for use in Australian cars. The company will be capable of turning up to one million tones of household rubbish and building waste into more than 200 million liters of ethanol each year. The ethanol could then be used in a range of fuels, including E85, a mixture of up to 85 per cent ethanol and 15 per cent regular petrol that is already on sale in Australia. One of Flex Ethanol Australia's first projects will be a trial at a facility in the US to test the suitability of Australian household waste for ethanol production.

Energy

Drilling of 'New Seaclem I' the first offshore oil and gas well off the NSW coast is to begin. The well is being drilled 55 kilometers east of Newcastle. It is estimated to be capable of hosting around 4.1 trillion cubic feet of gas. Combined with other prospects in the license, the permit could contain up to 13 trillion cubic feet of gas.

An initiative by the Sydney based Solar Gem to run LED lamps from panels that soak up the sun's rays and store electricity in battery units is to be used at the Elephanta Caves, a UNESCO World Heritage Site off the coast of India's financial capital Mumbai. Solar Gem, whose initiative is a jointly funded Australian Indian project, said India could become a manufacturing hub for its technology.

Delegations – Seminars Events**India**

A five member team led by Mr N K Pal, of Bureau of India Standards were in Sydney to attend an international conference on Quality Assurance. The team comprised representatives of FICCI, CII and NTPC.

Australia

A Media launch of the 2011 NSW Premier's Indian Subcontinent Community Awards by The Hon Kristina Keneally MP Premier was held at Customs House (Circular Quay). The Annual Premier's Indian Subcontinent Community Awards

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recognize the long standing relationship between NSW and members of the Indian Subcontinent Community. The Awards have been established to acknowledge the work of individuals, organizations and business in promoting and contributing to economic relations, cultural exchange, community service and harmony.

Useful websites – Australia**Government Departments**

Australian Department of Immigration and Multicultural and Indigenous Affairs (DIMIA) - www.immi.gov.au

Department of Foreign Affairs and Trade - www.dfat.gov.au

Australian Customs Service - www.customs.gov.au

Australian Bureau of Statistics - www.abs.gov.au

Therapeutic Goods Administration (Drugs and Pharmaceuticals) - www.tga.gov.au

The Department of Innovation, Industry, Science and Research - www.innovation.gov.au

Foreign Investment and Review Board - www.firb.gov.au

Australian Quarantine and Inspection Services - www.aqis.gov.au

Austrade (trade body) - www.austrade.gov.au

Australian Taxation Office - www.ato.gov.au

AusIndustry - www.ausindustry.gov.au

Department of Community, Industry and Tourism - www.dcita.gov.au

Australian Securities Commission – dealing with registered companies registration and incorporation of companies - www.asic.gov.au

Australian Prudential Regulatory Authority, regulator of banks, credit union, insurance companies and superannuation funds - www.apra.gov.au

Authority that grants trademarks, patents, designs and intellectual property - www.ipaustralia.gov.au

Commonwealth Scientific and Industrial Research Organization (CSIRO) - www.csiro.au

Australian Technology Showcase - www.ats.business.gov.au

Australian Competition and Consumer Commission, information regarding trade, pricing and regulations. - www.accc.gov.au

Business Entry Point –Tenders & Contracts in Australia and information on facilities for small businesses in Australia. - www.business.gov.au

Australian Bureau of Agriculture and Resource Economy - www.abare.gov.au

Productivity Commission - www.pc.gov.au

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State Governments

Australian Business Limited (ABL) - australianbusiness.com.au
Council for International Trade and Commerce of South Australia, Adelaide - www.citsa.org.au
South Australia Chamber of Commerce and Industry, Adelaide - www.exportsouthaustralia.com
Victorian Employers Chambers of Commerce and Industry, Melbourne - www.vecci.org.au
Commerce Queensland - www.qcci.com.au
Chamber of Commerce and Industry of Western Australia, Perth - www.cciwa.com
Standards Australia - www.standards.org.au
Tariff Guide - www.apectariff.org
Australian Chamber of Commerce and Industry (ACCI) - www.acci.asn.au
Australian Industry Group (AIG) - www.aigroup.asn.au
Australian Information Industries Association (AIIA) - www.aiia.com.au
Australian Institution of Engineers (AIE) - www.ieaust.org.au
Business Council of Australia (BCA) - www.bca.com.au
EC Credit Control Debt Collector - www.ecgroup.com.au
Franchising Association - www.franchise.org.au
International Chambers of Commerce - www.iccwbo.org
The National Farmers Federation which provides news on commodity prices, government policy etc. - www.nff.org.au/
Australian Biotechnology Association - www.aba.asn.au

Indo-Australian Business Associations

Australia India Business Council (AIBC) (Australia) - www.aibc.org.au
Indo-Australian Chamber of Commerce (Chennai) - www.indoaustchamber.com

TRADE EXHIBITIONS IN AUSTRALIA

The **Australian Shoe Fair, 11-13 February 2011** in Sydney at the **Sydney Convention & Exhibition Centre**, is Australia's premier Trade Fair for the footwear industry. The Australian Shoe Fair caters to the demand from suppliers and industry stakeholders for a high quality, with an opportunity to preview new ranges in women's, men's and children's shoes.. Australian Exhibitions & Conferences Pty Ltd
<http://www.australianshoefair.com><http://www.aec.net.au/shoe/>

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Australasian Oil and Gas Expo (AOG) 23-25 February 2011, Perth Convention and Exhibition Centre is the premier oil and gas industry exhibition in Australia. Held in Western Australia, Australia's prominent oil and gas State. It is one of the largest oil and gas expo ever held in the Southern Hemisphere. www.aogexpo.com.au

Fashion Exposed, 6-8 March 2011 in Sydney at the **Sydney Convention & Exhibition Centre**, is Australia's premier fashion fair. Held at the harbor front Sydney Exhibition Centre each March for Spring/Summer collections and at the Melbourne Exhibition Centre each September for Autumn/Winter, Has the reputation for launching **new labels**, cutting edge designers and showcasing the big brands, the **fashion event** will have 1500 new ranges in **women's wear, menswear, children's wear, street wear and more**, fashion exposed & preview will be co-located with the Australian Shoe Fair and the Bags and Accessories Fair. Key features include a schedule of runway shows, industry seminars and debut. <http://www.fashionexposed.com/>

The Leather, Bags & Accessories Fair 6-8 March 2011 in Sydney at the **Sydney Convention & Exhibition Centre**, is a premier industry event featuring the latest releases & hundreds of labels in bags, jewellery, belts, millinery, leather, luggage, eyewear, footwear and much more. The Fair takes place each year in March in Sydney and August /September in Melbourne to coincide with the Australian fashion industry's buying cycle. <http://www.lbafair.com/>

JAA Australian Jewellery Fair March 15-16, 2011 – Australian National University Melbourne, The JAA Australian Jewellery Fairs are the largest jewellery exhibitions in the Asia Pacific region. It features fine jewellery, precious stones including diamonds & opals, pearls, watches, clocks and jewellery equipment. Expertise Events P/L <http://www.jewelleryfair.com.au>

Fine Food Expo & Hotel Australia 20-22 March, 2011 at the Perth Convention & Exhibition Centre bakery, confectionery, dairy, drinks, Alcoholic beverages, meat, seafood, catering equipment, canned food, flavorings, herbs, health foods, oils, rice, spices, tea coffee, etc Hotel Australia: You will find bakery equipment, bar-ware, bedding, blenders, catering equipment, cleaning, cookware & crockery, display systems, furniture, hotel supplies & guest amenities, information technology, tableware, packaging, refrigeration and much more Australian Exhibition Services P/L <http://www.foodaustralia.com.au>

AUSPACK 2011, 22-25 March, 2011, Melbourne Convention and Exhibition Centre exhibition of machinery, materials and technology for packaging and

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allied processing & handling industries Exhibitions and Trade Fairs Pty Ltd and
Australian Packaging Machinery Association (APMA)
<http://www.auspack.com.au/>

Safety In Action, 5 - 7 April, 2011 in Melbourne at Melbourne Exhibition Centre Safety In Action and co-located with Materials Handling. Products profile Personal Protective Equipment, Machine Guards & Light Curtains, Height Safety & Confined Space Equipment, Health & Safety Management Software, Hazardous Goods Handling & Storage Products. Risk Management Programs, Security & Communication Equipment, Safety Signage Measurement, Control & Monitoring Equipment, Flooring & Flooring Surfaces, Communication Devices Vehicle Safety, Forklifts, Materials & Manual Handling Aids, Safe Lifting Aids, Electrical. **Australian Exhibitions & Conferences Pty Ltd** www.aec.net.au
<http://www.safetyinaction.net.au>

International Building & Design Expo 'Design BUILD AUSTRALASIA' Sydney Convention & Exhibition Centre, 11-13 May 2011 Australian International Building Materials & Equipment Exhibition – Architectural hardware, lighting, sanitary ware, furniture, flooring, tile stone, granite, marble, Decorative accessories, wall finishes, Finishes & Surfaces dedicated flooring, wall covering and laminating products exhibition. The exhibition will bring together a vast collection of surfacing products that range from the functional to the beautiful. Architectural surfacing products including flooring, wall covering, cladding and work space surfaces. The National Plumbing Show will run in partnership with Design Build Australian Exhibition Services P/L
<http://www.designbuildexpo.com.au>

Australian Auto Aftermarket Expo, 12 -14 May, 2011– Melbourne Exhibition Centre the biggest aftermarket show and business opportunity. Exhibitors include manufacturers & suppliers of products & services related to , 4WDs, Brakes, Engines, engine reconditioning, Exhaust, Filters, Fuel injection, Car Audio, Clutch, Drive train, Electricals, electronics, Oils and Lubricants Wheels and Tyres etc. Organized by the Australian Automotive Aftermarket Association Ltd. <http://www.aec.net.au/aaa/> and www.aaa.com.au

AUSPLAS 24-27 May, 2011 Melbourne Convention and Exhibition Centre (MCEC) triennial international plastics industry exhibition for the plastics and rubber industry Equipment, raw materials, products and services, specialty chemicals, polymers and other materials Exhibition Management Pty Ltd & Plastics and Chemicals Industries Association

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<http://www.exhibitionmanagement.com.au>. National Manufacturing Week NMW 2011 will run concurrently with Ausplas.

National Manufacturing Week NMW 2011, 24-27 May 2011, Melbourne Convention and Exhibition Centre (MCEC) – engineering, machine tools, instrumentation & control, computer based processes, systems & services, automation & robotics, welding, heat treating, joining, logistics, warehousing & materials handling, OH&S, pneumatics & hydraulics.
<http://www.nmw.reedexhibitions.com.au/home.asp>;
<http://www.nationalmanufacturingweek.com.au/>

Also Combines the **Manufacturing Technology InFocus** and its associated events **Automate, Austronics and Electrix** is Australia's leading manufacturing technology exhibition for the automation, process, electronics and electrical industries, and incorporates the “sub-brand” exhibitions Automate, Austronics and Electrix <http://www.mtechexpo.com.au>

CeBIT Australia 2010 31st May - 2 June 2011 – Sydney Convention & Exhibition Centre This is the largest business technology event in the region. Organized by Hannover Fairs Australia. The event is organized into 28 specialist categories – ranging from CRM and Telecommunications to emarketing and open source software. www.cebit.com.au

The Good Food & Wine Show _ at the Melbourne Convention & Exhibition Centre, 3-5 June 2011 and Sydney Convention & Exhibition Centre 1-3 July 2011 for the food, wine, hospitality or lifestyle industries or in any of the areas below. Gourmet Food , Cheeses/Dairy , Oils , Alcohol , Coffee , Appliances , Kitchenware , Confectionery , Regional Food Areas , Tourism/Travel
<http://www.goodfoodshow.com.au/>

Australian International Sourcing Fair 22-24 November 2011 at the Sydney Convention & Exhibition Centre aiming to serve a very specific market segment in the region : The Sourcing and Supply Chain Management for the Fashion and Homeware industries. Targeted exhibitors : Manufacturers of all kind of clothes (Men, ladies, Children, sport wear, underwear, lingerie, safety, leather, etc), home ware, tableware, window dressing, fabrics, trims and components. Aims to connect local and international manufacturers in fashion, accessories and home wares with Australian businesses. **Australian Exhibitions & Conferences Pty Ltd.** www.aec.net.au <http://www.sourcingfair.com.au/>

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AusRAIL 2011, TBA, Perth Convention Centre. AusRAIL is the largest annual rail event in the Asia Pacific and provides a forum for senior executives to discuss future policy, investment and the latest technological developments in the rail sector. AusRAIL has the official endorsement and active participation of the 5 main railway associations in Australasia and the broad support of the rail industry. –Informa Australia <http://www.ausrail.com/>

Rail Infrastructure Australia TBA is a targeted, executive level business meeting and educational experience on Australia's rail infrastructure. A showcase area limiting the number of exhibitors, the event provides rail suppliers and consultants with premium exposure to the senior level audience. Rail Infrastructure Australia is an opportunity to be involved with a global brand that has a proven track record of excellence. http://www.terrapinn.com/2009/rail_au/

Medical Fair (HOSPIMedica AUSTRALIA), TBA, Australia's International Exhibition on Hospital, Diagnostic, Pharmaceutical, Medical and Rehabilitation Equipment and Supplies: www.hospimedica-australia.com

MARKET SURVEY REPORT**The tableware, kitchenware and other household articles market in Finland****Introduction**

This CBI market survey gives exporters in developing countries information on some main developments in the tableware, kitchenware and other household articles market, hereafter called table- and kitchenware, in Finland. The information is complementary to the information provided in the CBI market survey 'The tableware, kitchenware and other household articles market in the EU', which covers the EU in general. That survey also contains an overview and explanation of the selected products dealt with, some general remarks on the statistics used as well as information on other available documents for this sector. It can be downloaded from <http://www.cbi.eu/marketinfo>.

Market description: consumption and production

In this chapter, data from the Prodcop (production) database and CN (imports and exports) database as supplied by Eurostat are used to indicate apparent consumption. The apparent consumption consists of the sum of production and imports, minus exports. Therefore, the data should be used as indications and

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with care. For more information about the databases, refer to Appendix A of the CBI market survey covering the EU market.

Consumption

Finland is one of the bigger medium-sized table- and kitchenware markets in the EU. In 2007, total Finnish apparent consumption of table- and kitchenware (excluding china & porcelain), amounted to € 196 million / 31 thousand tones. Between 2003 and 2007, consumption increased by 8.0% annually on average in terms of value. The Finnish market is growing faster than most other OECD countries¹. However, because of the current global economic crisis, and the effects of this on consumer expenditure patterns, it is expected that the table and kitchenware market will show little or no growth in the coming period. In 2007, Finland's total consumption of table- and kitchenware (excl. china & porcelain), consisted of ceramic ware (29%), metal ware (23%), glassware (18%), plastic ware (18%), cutlery (10%) and wood ware (1.6%). Data about china & porcelain is not available. Plastic ware and wood ware are the only product groups showing a decline in consumption during the review period. Ceramic ware is the largest product group consumed in Finland, in contrast to many other EU countries. In 2007, ceramic ware consumption in Finland amounted to € 56 million / 7.7 thousand tones. Between 2003 and 2007, consumption increased by 5.7% annually in terms of value, and by 15% annually in terms of volume. Metal ware is also one of the largest product groups consumed in Finland, with consumption amounting to € 45 million / 4.5 thousand tones in 2007. Consumption of metal ware increased by 7.6% annually in terms of value, and 8.0% in terms of volume during the review period. Glassware consumption increased significantly, by 50% annually on average between 2003 and 2007, amounting to a value of € 36 million / 12 thousand tones in the latter year. On the other hand, plastic ware consumption decreased in the period under review, by 1.0% annually on average in terms of value, to an amount of € 35 million / 4.6 thousand tones in 2007. Wood ware consumption decreased by a stronger rate, of 13% on average per year in the same period, to a value of € 3.2 million in 2007. Finland has a population of 5.3 million, of which 51% is female. Of this population, 13% is aged between 15 and 24, 26% is aged between 25 and 44, 28% is aged between 45 and 64 and 17% is 65 years or older. This indicates the different market segments in Finland, based on gender and age. Please refer to the CBI market survey covering the EU market for more information on segmentation. Finally, the Fair-Trade segment is growing in Finland. Between 2007 and 2008, the retail sales value of Fair-Trade certified products increased by 57%, to a value of € 54 million in the latter year.

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Production

Total production of table and kitchenware in Finland amounted to € 120 million / 11 thousand tones in 2007, excluding china & porcelain, because data on this product group are not available. The production of table- and kitchenware, increased by 9.9% annually on average in terms of value between 2003 and 2007, making Finland a medium-sized manufacturer of table and kitchenware in the EU. In 2007, total production (excl. china & porcelain) consisted of ceramic ware (40%), glassware (26%), metal ware (22%), plastic ware (6.2%), cutlery (4.8%) and wood ware (0.7%). The different product groups show varying developments in production. Production of ceramic ware, glassware and metal ware increased during the review period, while production of the other product groups decreased. Finland is one of the bigger EU manufacturers of ceramic ware. Finnish production increased by 4.4% annually on average in terms of value, and by 27% annually in terms of volume between 2003 and 2007, amounting to € 49 million in the latter year. However, note that between 2006 and 2007, production declined slightly. Production of glassware and metal ware also increased in the period under review, by 118% and 11% annually respectively. In 2007, glassware production amounted to € 31 million / 6.2 thousand tones, and metal ware production to € 26 million / 1.2 thousand tones. In terms of volume, production of the three largest product groups (ceramic ware, glassware, and metal ware) increased even more strongly, indicating Finland was able to produce at a lower price. Production of plastic ware declined in the review period, by 9.7% annually in value terms, amounting to € 7.4 million / 127 tones in 2007. Production of cutlery also declined, by 6.9% annually in value terms, and 9.1% annually in volume terms, amounting to € 5.8 million / 693 tones in 2007. The strongest decrease was in the production of wood ware (31% annually in terms of value), of which production amounted to € 893 thousand in 2007. These decreases in production are likely to be the result of the increased competition, due to low-priced products from Asia (mainly China), and the outsourcing of production to low-cost countries. Important tableware manufacturers in Finland are Arabia Finland (<http://www.arabia.fi>) and Tonfisk (<http://www.tonfisk-design.fi>). Other major Finnish manufacturers are Hackman (<http://www.hackman.fi>), which produces kitchenware and cutlery and Italia (<http://www.iitala.fi>), a design glassware manufacturer.

Opportunities and threats

Consumption of table and kitchenware increased considerably in Finland during the review period. The consumption of glassware increased particularly strongly. However, the current economic crisis forms a threat to the Finnish market,

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because it is likely to lead to a decrease in consumer expenditure. Furthermore, consumption of plastic ware and wood ware already declined in the review period. Finnish production of the largest product groups, ceramic ware, glassware and metal ware, is increasing, indicating fewer opportunities for exporting these products to Finland. Production of plastic ware, cutlery and wood ware decreased during the review period, indicating more room for exports. Cutlery would be of specific interest, because consumption of this product group increased in the period under review. The niche market segment of Fair-Trade products could provide opportunities, because the sales of certified Fair-Trade products increased considerably recently. Please note that the same development or trend can be an opportunity for one exporter and a threat to another. Exporters should therefore analyze if the developments and trends discussed in this chapter provide opportunities or threats. The outcome of this analysis depends on the specific situation of an exporter.

Trade channels for market entry

Table- and kitchenware are distributed through many different channels such as manufacturer, importers, agents, wholesalers, retailers and consumers. The main distribution intermediaries for exporters in developing countries are agents / sales offices, importers/wholesalers and retailers. Please refer to the EU market survey on table- and kitchenware for a detailed description of these channels.

Generally, it can be said that the retailing sector is growing in Finland. IKEA (<http://www.ikea.com/fi/fi>) is an interesting retail shop in Finland. TOK-Etuvisu (<http://www.skanava.fi>) is a shopping centre in Finland. Furthermore, Tradeka (<http://www.tradeka.fi>) is an organised retailing company, divided into three nationwide store brands: Siwa (<http://www.siwa.fi>), Valintatalo (<http://www.valintatalo.fi>) and Euromarket (<http://www.euromarket.fi>). Besides, Kesko (<http://www.kesko.fi>) is a retailing group divided into different smaller retailing groups like Plussa (<http://www.plussa.com>), Pirkka (<http://www.pirkka.fi>) and net Anttila (<http://www.netanttila.com>).

Interesting department stores in Finland are Aleksi13 (<http://www.aleksi13.fi>), Halonen (<http://www.halonen.net>), Sokos (<http://www.sokos.fi>) and Stockmann (<http://www.stockmann.fi>). One of the first discount shops to enter the Finnish market is the German Lidl (<http://www.lidl.fi>). It is essential to note that different prices and margins apply throughout the various trade channels, depending for instance on quality of the product, design and so on.

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Useful sources

General websites for finding trading partners are:

- Europages - <http://www.europages.com>
- Alibaba – <http://www.alibaba.com>
- Finland importers - <http://finland.importers.com>

Trade: imports and exports

Eurostat data on glassware are unreliable for the years 2004 and 2006, and are therefore replaced by data from 2003 and 2005.

Imports

Finland is a small EU importer of table- and kitchenware, accounting for 1.2% of total EU imports in 2008. Comparable importers in size are Hungary and Portugal. In 2008, Finland imported € 144 million / 28 thousand tones of table- and kitchenware. Between 2004 and 2008, imports increased by 5.0% annually on average in terms of value, and by 4.7% annually on average in terms of volume. The increase in imports was linked to the increasing consumption in Finland. Total imports consisted of plastic ware (27%), metal ware (22%), glassware (17%), cutlery (13%), ceramic ware (10%), china & porcelain (9.2%), and wood ware (2.4%). The imports of all product groups, except plastic ware, increased during the review period. The largest increase was in the imports of ceramic ware, which increased by 17% annually on average during the review period. The imports wood ware also increased considerably, by 12% annually on average in the same period. Developing countries accounted for 23% of the imports by Finland, which was low compared to the EU average of 39%. However, the imports from developing countries increased by 11% annually on average, whereas the imports from intra-EU countries increased by only 2.7% annually on average in the period under review. The leading supplier is Sweden, accounting for 18% of the supplies, followed by Germany and China, accounting for 14% each. The Finland imports from China increased by 16% annually on average during the review period. Other developing countries showing a large average annual increase were Thailand (73%), Vietnam (41%), and Turkey (35%). Interesting product groups for DC exporters are ceramic ware and wood ware, because developing countries account for a significant share in imports of

OVERSEAS MARKET INFORMATION

these products; 58% for ceramic ware, and 38% for wood ware. Moreover, imports of ceramic ware from developing countries increased by 45% annually on average in the review period. Plastic ware, the largest product group imported by Finland could also be interesting, because imports from developing countries increased by 20% annually between 2004 and 2008, while imports from intra and other extra-EU countries declined in this period. Imports of china & porcelain from developing countries also increased considerably, by 47% annually on average.

Exports

Finland is one of the smaller exporters of table- and kitchenware in the EU, accounting for 0.5% of the total EU exports in 2008. Comparable exporters are Luxembourg and Greece. In 2008, Finland exported € 57 million / 6.5 thousand tones of table- and kitchenware. Between 2004 and 2008, the exports increased by 7.1% annually on average in terms of value, but declined by 0.3% annually on average in terms of volume. The main countries of destination are Sweden (23%), Germany (15%) and Russia (9.9%). The most important exported product group is metal ware, accounting for 30% of the exports, followed by glassware (21%), plastic ware (16%), ceramic ware (15%), cutlery (11%), china & porcelain (6.4%) and wood ware (1.9%). The exports of metal ware are likely to concern re-exports as Finland is not a large producer of metal ware. Except for glassware and cutlery, the exports of all product groups increased. The largest average annual increases between 2004 and 2008 were in the exports of china & porcelain (18%), wood ware (17%) and ceramic ware (14%).

Opportunities and threats

Finland is an interesting country for developing countries, because imports of table and kitchenware increased considerably during the review period, as did the share of developing countries in imports (of all product groups). However, Finland is a small EU importer, and the share of imports from developing countries is still below the EU average. The major share of table and kitchenware imports from developing countries into Finland is accounted for by China. This means that other exporting developing countries have to compete

with China, if they wish to penetrate Finland. Product groups of specific interest are ceramic ware, wood ware, china & porcelain and plastic ware. The share of developing countries in Finnish imports of these product groups is either high and /or increasing strongly.

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Useful sources

- EU Expanding Exports Helpdesk - <http://exporthelp.europa.eu>
- Eurostat – official statistical office of the EU - <http://epp.eurostat.ec.europa.eu>;
- Understanding Eurostat: Quick guide to easy comext-
http://epp.eurostat.ec.europa.eu/newxtweb/assets/User_guide_Easy_Comext_20090513.pdf

Price developments

As mentioned in the CBI EU market survey on table- and kitchenware, price is an important aspect of this sector. However, there is such a broad range of items, qualities, materials, and styles, that it is not possible or meaningful to give typical prices. However, Table 4.1 below gives the Harmonized Index of Consumer Prices (HICP) for the glassware, tableware and household utensils market in general, which indicates inflation and price stability.

Table 4.1 HICP for glassware, tableware and household utensils in Finland,

2004	2006	2008	May 2009
99	101	107	111

Source: Eurostat (2009)

Between 2004 and 2008, consumer prices of glassware, tableware and household utensils in Finland increased steadily, in line with EU developments. However, in contrast to EU developments, prices increased further between 2008 and May 2009, despite the economic crisis. The price index of Finland in May 2009 was relatively high compared to the EU average (108), confirming the considerable growth in the Finnish economy. The best way to obtain information about prices and price levels in the EU, or in the separate EU countries, is by visiting one of the major trade fairs (see Section 6 of this survey). Alternatively, comparisons can be found in the prices given in catalogues from mail-order houses, large department stores and from the Internet sites of companies. Window-shopping in the prospective market place, at several retail shops, is another good way of getting information about prices. Apart from prices, window-shopping gives you a good impression of the wide variety of products, qualities, fashions, colours and promotions. The Internet is also a useful source of price information.

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Market access requirements

As a manufacturer in a developing country preparing to access Finland, you should be aware of the market access requirements of your trading partners and the Finnish government. For information on legislative and non-legislative requirements, go to 'Search CBI database' at <http://www.cbi.eu/marketinfo>, select table- and kitchenware and Finland in the category search, click on the search button and click on market access requirements.

Detailed information on packaging can be found at the website of ITC on export packaging: <http://www.intracen.org/ep/packaging/packit.htm>

Doing business

Information on doing business like approaching potential business partners, building up a relationship, drawing up an offer, handling the contract (methods of payment and terms of delivery) and cultural differences can be found in CBI's export manuals 'Export Planner', 'Your image builder' and 'Exporting to the EU'. These can be downloaded from <http://www.cbi.eu/marketinfo> - go to search publications. For more information on doing business in Finland, visit the following websites:

Trade associations

- Central Chamber of Commerce - <http://www.chamber.fi>

Trade fairs

- Forma Spring and Forma Autumn - http://www.formamessut.fi/english/forma_fair.html _the fairs are held once a year in January (spring) and August (autumn).
- Habitare - http://www.finnexpo.fi/habitare/?code_language=en _ the fair is held once a year and the next fair will be in September 2010.

Trade press

- Avotakka - <http://www.a-lehdet.fi/lehdet/lehti/avotakka>
- Meidän talo - <http://www.meidantalo.fi>

TRADE OPPORTUNITIES

AUSTRALIA
Ms. Praneeta Narayan

Australia

Email: praneetanarayan@yahoo.com

Products/Interest: Saree suppliers who can assist with on going orders etc.

TrendPac

Australia

Tel: 02 43888102

Fax: 02 43888111

Email: jjones@trendpac.com.au

Website:

<http://www.trendpac.com.au/>

Contact Person : Mr. Jason Jones

Products/Interest : Looking for source sterilized talcum powder

Mr. Farrel Levinsohn

65 The Avenue

Rose Bay – NSW -2029,

Australia

Tel.:0 612-93715015

Email: flevinsohn@yahoo.com.au

Products/Interest : Require 100000 bottles Caralluma Fimbriata 30% on a monthly basis. Seeking contract manufacturers for herbal and pharmaceutical products which are GMP certified to meet the standards of the TGA (Therapeutic Goods Administration) of Australia.

Instyle living

86 Keppel Street

BATHURST NSW 2795,

Australia

Tel.: 061 2 6334 3835

Fax: 061 2 6332 4046

Email: sue@schaferandsons.com.au

Contact Person : Ms. Sue Schafer

Products/Interest: Wishes to source women's high end clothing & jewellery and soft furnishings from the Rajasthan /Mumbai region.

Rano Productions61 Dalpra Crescent, Bossley Park
NSW 2176,

Australia

Tel.: 061 (0) 405 258 009

Email: ranoproductions@bigpond.com

Contact Person : Mr. Michele Dalpra

Products/Interest: Exclusive distributor of specialized products in Australia.

Minkpink

58 Sophia Street,

Surry Hills NSW 2010,

Australia

Tel.: 061 2 9212 4788 (ext 111)

Fax: 061 2 9212 4552

Email: sarina_s@minkpink.comWebsite : www.minkpink.com

Contact Person : Ms. Sarina Suriano

Products/Interest: Wishes to import authentic and traditional products such as jewellery, hand made leather bags and shoes, slippers, scarves.

Supreme Packaging

Australia

522 Clayton Rd, Clayton 3168,

Australia

Tel.: (03) 9552 5002

Fax: (03) 9552 5050

Email: william@supremepack.com.auWeb: www.supremepack.com.au

TRADE OPPORTUNITIES

Contact Person : Mr. William Koppel
 Products/Interest: Carry bags and calico bag which is Carbon Zero.
 They estimate they would be interested in excess of 15 containers per annum.

CANADA

Ultra Save Lighting
 140 Amber Street, Unit 12
 Markham, Ontario,
 Canada
 Tel.: 1-866-733-9217 Ext: 3012
 Email: Barry.Struzer@ultrasave.ca
 Website: www.ultrasave.ca
 Products/Interest: Lighting fixtures

Oliver Olives Sardo Foods Inc.
 99 Pillsworth Road,
 Bolton, Ontario
 Canada
 Tel.: 0905-951-9096 Ext: 335
 Email: anthony@sardofoods.com
 Products/Interest: suppliers for olives and pepper products

SRI LANKA

M/s Global Sports Lanka (Pvt) Limited
 Phase II, Ring Road 3, KEPZ,
 Katunayake, Sri Lanka
 Tel.: 011-2252378
 Fax: 011-2252470
 E-mail: Muhabber@gsllanka.lk
 Contact person: Mr. M. Muhabber,
 Manager Purchasing

Products/Interest: Raw materials on windsurf, & kite surf

Mr. D.G.W. Muhandirange
 No. 318, Sri Wickrama Rajasinghe Road, 3rd Kurana, Negombo,
 Sri Lanka
 E-mail: godwin42@sltnet.lk
 Products/Interest: Computer hardware

M/s Abans (Pvt) Ltd.,
 Colombo, Sri Lanka
 E-mail: tito@slt.lk
 Contact person: Mr. Behman Pestonjee, Director
 Products/Interest: Water pumps

Mr. Nisal Fernando
 Sri Lanka
 E-mail: joevnis@yahoo.co.in
 Products/Interest: Pharmaceuticals

M/s Thai Impex Agency
 No. 175/A, St. James Street, Colombo – 15, Sri Lanka
 Tel: 011-2435933
 Fax: 011-4610786/2526566
 E-mail: thaiimpex@yahoo.com
 Contact person: Mr. S. Aravandy
 Products/Interest: Galvanized steel sheets, hot rolled steel sheets, cold rolled steel sheets

Mr. Nimal Weerasuriya
 Deputy Commercial Manager
 Sri Lanka
 E-mail: nimaru@sltnet.lk
 Products/Interest: Overhead line accessories, insulators, electric switches.

OVERSEAS TENDER NOTICES

TENDER FROM KUWAIT

The Central Tender Committee, Kuwait invited tenders appended below. The tender documents with detailed information are sold against specific fees only to the local firms registered with Central tender Committee. **Tender documents are not sold directly to the foreign firms and Embassies in Kuwait. A local sponsor is required for purchase and submission of tender documents on behalf of foreign firms.** Interested parties may get the documents directly through their local agents. For further information, you may contact at the following address:

Central Tender Committee,
P.O. box 1070 - Safat,
13011 – Safat, **Kuwait**
Tel No. 1805580, 22401200 (5 lines),
Fax: 22416574,
Website: www.ctc.gov.kw.

The Embassy has also received intent from 74 Kuwaiti companies, dealing with various items, who are interested to act as local sponsors. The complete list of these companies is also available at the Embassy's website (www.indembkwt.org) under the link Economic and Commerce. Interested Indian companies may like to consider approaching them directly for assistance. However, this Embassy does not stand any responsibility for the financial standing and business credentials of these Kuwaiti companies and due diligence by Indian companies is recommended prior to entering into any business arrangement with the Kuwaiti companies.

The Tenders summarized below are invited by the Central Tenders Committee on behalf of Government Ministries and other concerned authorities. The relevant documents are obtainable from the **Office of the Central Tenders Committee** during official working hours against payment of fees as shown therein. Unless otherwise stipulated all offers shall remain valid for a period of 90 days with effect from the Closing Date.

1.

TENDER NO. 143/2010-2011		A.P. 77
Concerned Party	KUWAIT UNIVERSITY	
Requirements	Supply and Installation of Scientific Devices for Plants Plantation – Biology Dept. – Faculty of Sciences – Kuwait University	
Relevant Fee	KD 50/- Certified cheque or K-net Card	
Initial Guarantee	KD 2,000/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 15.2.2011	

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2.

TENDER NO. AMM/1/6/2010-2011		A.P. 77
Concerned Party	MINISTRY OF PUBLIC WORKS	
Requirements	Renewal and Maintenance of Engineering Program Licenses and Other Various	
Relevant Fee	KD 40/- Certified cheque or K-net Card	
Initial Guarantee	KD 1,640/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 15.2.2011	

3.

TENDER NO. MQA/4/2010-2011		A.P. 84
Concerned Party	MINISTRY OF HEALTH	
Requirements	Supply of Containers for Contaminated Tools	
Relevant Fee	KD 40/- Certified cheque or K-net Card	
Initial Guarantee	2% of offer value and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 15.2.2011	

4.

TENDER NO. AMM/1/7/2010-2011		A.P. 84
Concerned Party	MINISTRY OF PUBLIC WORKS	
Requirements	Maintenance of Personal Computers, Printers and Scanners	
Relevant Fee	KD 40/- Certified cheque or K-net Card	
Initial Guarantee	KD 1,560/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 15.2.2011	

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5.

TENDER NO. 3492710	
Concerned Party	Ministry of Defense – Military Engineering Installation
Requirements	Related to the Ministry of Defense
Relevant Fee	KD 70/-
Initial Guarantee	KD 2700 and valid for 90 days
Date of Obtaining Documents	9.1.2011
Closing Date	22.2.2011

6.

TENDER NO. 7982709	
Concerned Party	Ministry of Defense – Military Engineering Installation
Requirements	Related to the Ministry of Defense
Relevant Fee	KD 70/-
Initial Guarantee	KD 2700 and valid for 90 days
Date of Obtaining Documents	9.1.2011
Closing Date	22.2.2011

7.

TENDER NO. 1962910	
Concerned Party	Ministry of Defense – Military Engineering Installation
Requirements	Related to the Ministry of Defense
Relevant Fee	KD 300/-
Initial Guarantee	KD 12000 and valid for 90 days
Date of Obtaining Documents	9.1.2011
Closing Date	22.2.2011

8.

TENDER NO. 3532810	
Concerned Party	Ministry of Defense – Military Engineering Installation
Requirements	Related to the Ministry of Defense
Relevant Fee	KD 100/-
Initial Guarantee	KD 400 and valid for 90 days
Date of Obtaining Documents	9.1.2011
Closing Date	22.2.2011

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9.

TENDER NO. 2532810	
Concerned Party	Ministry of Defense – Military Engineering Installation
Requirements	Related to the Ministry of Defense
Relevant Fee	KD 40/-
Initial Guarantee	KD 1600 and valid for 90 days
Date of Obtaining Documents	9.1.2011
Closing Date	22.2.2011

10.

TENDER NO. 15/2010-2011		A.P. 78
Concerned Party	FIRE BRIGADE GENERAL DIRECTORATE	
Requirements	Supply, Installation and Operation of Various Communication Devices & Systems and Accessories for Fire Brigade	
Relevant Fee	KD 30/- Certified cheque or K-net Card	
Initial Guarantee	2% of offer value and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 22.2.2011	

11.

TENDER NO. 43/2010-2011		A.P. 77
Concerned Party	MINISTRY OF INTERIOR	
Requirements	Protection and Confidential System Project for General Directorate of Criminal Investigation for General Directorate of Information Systems at Ministry of Interior	
Relevant Fee	KD 50/- Certified cheque or K-net Card	
Initial Guarantee	KD 2,000/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 22.2.2011	

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12.

TENDER NO. 53/2010-2011		A.P. 78
Concerned Party	MINISTRY OF INTERIOR	
Requirements	Supply and Installation of Personal Computers with Accessories and Data Transmission Network for Different Departments for General Directorate of Information Systems at Ministry of Interior	
Relevant Fee	KD 100/- Certified cheque or K-net Card	
Initial Guarantee	2% of offer value and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 22.2.2011	

13.

TENDER NO. AMM/1/10/2010-2011		A.P. 79
Concerned Party	MINISTRY OF PUBLIC WORKS	
Requirements	Provision of Messenger, Loading, Unloading and Cleaning Services at Ministry of Public Works Buildings	
Relevant Fee	KD 350/- Certified cheque or K-net Card	
Initial Guarantee	KD 15,000/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 22.2.2011	

14.

TENDER NO. 1/5/2010-2011		A.P. 83
Concerned Party	MINISTRY OF PUBLIC WORKS	
Requirements	Provision of Technicians and Specialists in the Field of Information Systems and Technology	
Relevant Fee	KD 100/- Certified cheque or K-net Card	
Initial Guarantee	KD 4,200/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 22.2.2011	

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15.

TENDER NO. KPA/40/2010		A.P. 87
Concerned Party	KUWAIT PORTS AUTHORITY	
Requirements	Cleaning Operations for Storage Areas for Shuwaikh Port of KPA	
Relevant Fee	KD 130/- Certified cheque or K-net Card	
Initial Guarantee	KD 5,200/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.0 p.m., 22.2.2011	

16.

TENDER NO. 2/2010-2011		A.P. 83
Concerned Party	NATIONAL COUNCIL FOR CULTURE, ARTS AND LETTERS	
Requirements	Maintenance and Operation of A/C Devices and Equipments at Council Buildings	
Relevant Fee	KD 60/- Certified cheque or K-net Card	
Initial Guarantee	KD 2,400/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 22.2.2011	

17.

TENDER NO. MEW/28/2010-2011		A.P. 76
Concerned Party	MINISTRY OF ELECTRICITY AND WATER	
Requirements	Supply of Locks with Non Imitated Keys	
Relevant Fee	KD 500/- Certified cheque or K-net Card	
Initial Guarantee	KD 30,000/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 1.3.2011	

18.

TENDER NO. PA/MM/26/2010-2011		A.P. 83
Concerned Party	PUBLIC AUTHORITY FOR AGRICULTURE AFFAIRS AND FISH RESOURCES	
Requirements	Maintenance of Exchange at Veterinary Labs and Research Building at Amghara Type (HIPATH 4000)	
Relevant Fee	KD 20/- Certified cheque or K-net Card	
Initial Guarantee	KD 900/- and valid for 90 days	
Date of Obtaining Documents	Sunday, 16.1.2011	
Closing Date	1.00 p.m., 1.3.2011	

ITPO's Calendar Of Forthcoming Trade Fairs During 2010-11 & 2011-12

Fairs schedule to be held in Pragati Maidan, New Delhi

Name of the Fair	Dates	Contact Person(s) in ITPO
Aahar International Food Fair (Food, processed food, hotel & restaurant equipment and supplies)	March 10-14, 2011	Shri J. Sengupta Manager Fair Services-II Tel: 011 – 23371832 Fax: 23371869 E-mail: plsharma@itpo-online.com

Fairs schedule to be held outside Delhi

International Leather Goods Fair, Kolkata (Leather goods, finished leather and lining leather components and accessories of leather goods, leather footwear, footwear components and leather garments)	February 25-27, 2011	Ms. Naseem Ishaque General Manager Dr. P.C. Sikroria, Dy. General Manager Leather Fair Unit Tel : 23378802/23371822 Fax : 23371869/1845/1459 E-mail : ni@itpo-online.com E-mail : pcsikroria@itpo-online.com or Regional Office of ITPO, Kolkata
India Sourcing & Import Fair, Coimbatore (Jobs, consultancy & placement opportunities)	March 4-6, 2011 (Tentative)	Regional Manager ITPO, Chennai or Shri Radhey Shyam, Manager Fairs in India Division Tel.: 23371685
International Security Exhibition, Bangalore	May 1-3, 2011 (Tentative)	Regional Manager ITPO, Bangalore 24-A Imperial Court, 33/1, Cunningham Road, Bangalore Tel.:91-80-22268867/22268969 Fax : 91-80-22258662 E-mail : itpo@blr.vsnl.net.in

ITPO's Calendar Of Forthcoming Trade Fairs During 2010-11 & 2011-12

<p>Expo Silk India (Autumn), Bangalore (Fabrics, apparel, textiles accessories, etc.</p>	<p>September 1-3, 2011</p>	<p>Regional Manager ITPO, Bangalore 24-A Imperial Court, 33/1, Cunningham Road, Bangalore Tel.:91-80-22268867/22268969 Fax : 91-80-22258662 E-mail : itpo@blr.vsnl.net.in</p>
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Overseas Fairs

<p>Addis Ababa Chamber Intl Trade Fair, Addis Ababa (Ethiopia) Multiproduct</p>	<p>February 10-16, 2011</p>	<p>Shri P.R. Sood Manager Personal & Administration Services Division, HRD Unit Tel: 23371302 E-mail: prs@itpo-online.com</p>
<p>Foodex, Tokyo (Japan) Processed Food</p>	<p>March 1-4, 2011</p>	<p>Shri Ashok Srihan Senior Manager Tel: 23370695 E-mail: aks@itpo-online.com</p>
<p>Cairo Intl Fair Cairo (Egypt) Multiproduct</p>	<p>March 17-26, 2011</p>	<p>Shri Mohan Lal Dy. General Manager Fair Services I Division, Third Party Fairs and Events; Booking of Space Unit Tel: 23371692 E-mail: mlal@itpo-online.com</p>
<p>Asia Pacific Leather Fair Hong Kong Leather</p>	<p>March 30 to April 1, 2011</p>	<p>Dr. P. C. Sikroria Dy. General Manager Leather Fair Unit Tel: 23371822 Fax:23371845 E-mail: ni@itpo-online.com</p>

Third Party Fairs schedule to be held in Pragati Maidan, New Delhi

Name of the Fair	Dates	Organiser
World Philatelic Exhibitions India (Philatelic exhibition)	February 11-20, 2011	Ministry of Communications & IT, Sanchar Bhavan, 20, Ashoka Road, New Delhi - 110 001 Tel.: 011-23372000, 23372005, 23372016.
International Conference & Exhibition Wind Energy 20 by 2020	February 15-17, 2011	Indian Wind Power Association E, 6th Floor, Shakti Towers-1 766, Anna Salai Chennai – 600 002. Phone: 044 - 4550 4036. Tele-fax: 044 - 4550 4281 Email: iwpacno@windpro.org
Delhi Wood 2011 (Wood processing machineries, tool accessories and fitting, wood raw material, boards, laminates, consumables, etc.	February 17-20, 2011	PDA Trade Fairs Bangalore Tel.: 080-25547434 Fax : 080-25542258 E-mail : pdaexpo@vsnl.com
BES Expo 2011 (Equipment and services related to terrestrial & satellite broadcasting for radio and TV)	February 24-26, 2011	Broadcast Engineering Society (India) 912, Surya Kiran Building, 19-K.G. Marg, Tel.: 011-51519895/96 Fax : 011-51519897 E-mail : bes@nda.vsnl.net.in
Convergence India 2011	March 24-26, 2011	Exhibitions India # 217 B, 2nd Floor Okhla Industrial Estate Phase III New Delhi - 110 020 India Tel: 91-11-4279 5000 Fax: 91- -1 4279 5098/99 Email: exhibitionsindia@vsnl.com

Medical Fair India 2011 Medical equipment, hospital supplies, surgical items, medical disposables, pathological and lab. equipment, hospital furniture, disinfection and waste management systems.	March 25-27, 2011	Messe Dusseldorf India Pvt. Ltd. 1-Commercial Complex, 2 nd Floor, Pocket H&J, Sarita Vihar, New Delhi – 110 076 Tel.: 011-26971745/26971066 E-mail : sawhneyR@md-india.com Website : www.md-india.com
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Published by Mr. Jayanta Das and Mr. Mahender Singh on behalf of India Trade Promotion Organization, Pragati Bhawan, Pragati Maidan, New Delhi – 110 001

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