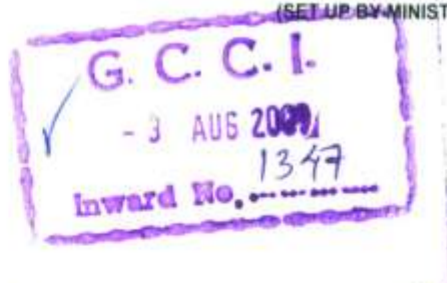




FIEO/ MRD/ 6(14)/ 2009

July 28, 2009

Dear *Sri Shah*



The Federation of Indian Export Organisations, as you may be aware, is the largest trade promotion body of India, with more than 13,000 exporting companies as its members from diverse sectors like leather, handicrafts, carpets, textiles, engineering, metal wares, chemicals, etc. FIEO's mandate is to promote India's trade in the global markets by way of organizing various domestic/ international events and participating in trade fairs/ exhibitions of international repute.

In its effort to promote India's trade, FIEO has been regularly organizing / participating in various events to provide a platform for Indian businessmen to establish long term business alliance with overseas counterparts.

Some of the events for the current year are as follows:

1. Made in India Show, Vilnius, Lithuania- September 3-6, 2009
2. China Import and Export Fair, Guangzhou, China- October 15-19, 2009
3. India Sourcing Fair – Home Products, Hong Kong -October 20-23, 2009
4. Global Expo 2009, Gaborone, Botswana – November 4-7, 2009

Made in India Show, Vilnius, Lithuania- September 3-6, 2009

Lithuania's integration into the EU resulted in faster growth of foreign trade. Improvements in export conditions gave a strong momentum for exports of goods and services. Also, imports of goods grew 18% in 2008. In 2008 Lithuania's foreign trade turnover amounted to EUR 37 billion, with exports accounting for EUR 16 billion, and imports for EUR 21 billion.

Strategically the situation of Lithuania is very convenient. It is situated at the crossroad of the markets in the East and in the West and emerges as an economical bridge. Lithuania can be characterized as a country that offers the best overland routes in the region of Middle and Eastern Europe.

This is a multi product fair. Lithuania's import product profile includes Textiles & textile articles (4%), prepared food stuffs etc (4%), Plastic items (4%), base metals & articles (6%), chemical & allied products (9%), machinery & equipment (14%), mineral products (28%).



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China Import and Export Fair (Canton Fair) at Guangzhou, China - October 15-19, 2009

The China Import and Export Fair (Canton Fair) is the 2nd largest fair in the world and China's biggest. As per the available statistics, the April 2009 Session of the fair was visited by 1,65,436 overseas buyers from 209 countries and regions which generated a trade volume of US\$26.23 billion. A total of 7669 enterprises displayed their products at 18, 775 exhibition booths displaying a range of products including household appliances, home décor items, hardware and tools, consumer electronics, decoration materials, kitchen and household appliances, house ware, kitchen ware etc. The CANTON Fair also witnessed increased exports to emerging markets while traditional markets drew lesser response. Deals with emerging economies witnessed an increase of 16.6% with Argentina, 9.7% with India and 4.5% with ASEAN countries.

FIEO being India's Agent, booked a space of 594 sqms and took a delegation of 95 members for participation in the 105th session of the CANTON Fair showcasing a wide range of Indian products.

India Sourcing Fair – Home Products, Hong Kong -October 20-23, 2009

Hong Kong is the home to most of world's largest buying houses/ retail chain stores and is the second largest export hub of the world. The fair provided the opportunity to Indian companies to showcase their products in Hong Kong where large buyers from Europe, US and other parts of the world come to source their requirements.

FIEO has been participating for the last two editions. In April 2009 edition, around 100 companies from India participated in the fair. The fair with a participation of more than 2000 companies was very well attended by the overseas buyers. Indian participation included gift items, jute products, hand made paper products, steel ware, house ware, tableware, kitchenware, leather products, brassware, rugs, carpets etc. The response received by the Indian exhibitors has been very encouraging. Some of the leading buyers visited the fair were Atico, L G Sourcing, Wal-Mart, Li & Fung, Sears, Duni, Creatia, halfords UK and Coles Group etc.

Global Expo 2009, Gaborone, Botswana – November 4-7, 2009

This is a B2B in nature offering exciting opportunity to do business with one of Africa's stable & fastest growing economy. The last edition of the fair had 182 exhibitors from over 10 countries. This is a Multi Sectoral Show with emphasis on the following sectors: Agricultural products, Textiles and garments, Manufactured products, Construction materials, Automobiles, Electrical goods and appliances, Timber and furniture, Engineering products, Chemicals and cosmetics, Machinery, Information technology, Consultancy services, Leather and Associated technologies, Mining, Tourism and Power and renewable energy.

The High Commission of India organized a stand at Global Expo 2008 held last year where catalog display was done for more than 50 Indian companies and Botswana businessmen expressed keen interest in Indian products.

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Since the above fairs provide great opportunity for Indian exhibitors, I request you to kindly disseminate the information amongst your members so as to enable them to participate in the fairs. For your information, I am enclosing copy of the circulars issued to FIEO members.

You will kindly agree that participation of your Chamber and members in the above fairs through FIEO will help us showcase India in the most desirable way.

Warm Regards

Sincerely
gpupadhyaya
(G P Upadhyaya)

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