Annexure I

SOURCES OF INFORMATION FOR
INTERNATIONAL TENDERING

The First Part of this annexure provides a list of references covering various publications, institutions and already available on-line databases which are useful for personnel involved in international tendering. This list is not exhaustive but covers some of the commonly used information sources. Part 2 of this annexure illustrates some extracts of press releases which are useful for international tendering personnel.
Periodicals - Indian

1. ASSOCHEM Bulletin
   - ASSOCHEM, New Delhi

2. Economic and Commercial News
   - Directorate of Exhibition & Commercial Publicity (Weekly)

3. Economic Times
   - A Daily Newspaper

4. Economic Trends
   - FICCI, New Delhi

5. Engineering Export News
   - EEPC, Calcutta

6. Excise and Customers Reporter
   - Office of Central Excise and Customs (Fortnightly)

7. FIEO News
   - FIEO, New Delhi (Weekly)

8. Financial Express
   - A Daily Newspaper

9. Indian Export Bulletin
   - Trade Fair Authority of India, New Delhi (Weekly)
10. Monthly Statistics of Foreign Trade
   - DGCIS, Calcutta (Monthly)

11. News Letter
    - Export Inspection Council (Weekly)

12. Project Export News
    - EEPC, Calcutta

13. Small Industry Export Bulletin
    - DCSSI

    - DGCIS, Calcutta (Monthly)

15. Indian Trade Journal
    - DGCIS, Calcutta (Weekly)

16. Journal of Industry & Trade
    - Directorate of Exhibition & Commercial Publicity (Monthly)

17. Monthly Newsletter
    - Indian Investment Centre, New Delhi (Monthly)

18. Monthly Press Note
    - DGCIS, Calcutta (Monthly)
Periodicals - Foreign

19. Africa
     (Monthly)

20. Africa Economic Digest
   - Middle East Economic Digest Ltd.,
     London, England (Weekly)

   - North American Publishing Co.,
     Philadelphia, USA (Monthly)

22. Business International Money Report
   - Business International Corp., New York,
     USA (Weekly)

23. Business Opportunities
   - World-Wide Import Export Promotion Centre,
     Singapore

24. Commodity Trade Exports/Commodity Trade Imports
    Series C
    - OECD

25. Development Business
    - UN (Monthly)

26. Exporama
    - Verlag Dr. Grub Nachf, FRG
27. Export News
   - International Export Association, England
     (Monthly Report)

28. Far East Economic Review
   - (Weekly)

29. Foreign Trade
   - Ministry of Foreign Trade of the USSR
     (Monthly)

30. International Business Intelligence
    - International Reports Inc., New York, USA
      (Weekly)

31. International Business Week
    - McGrawhill Inc., (Weekly)

32. International Trade Contacts
    - Hotchkiss Lane Associates, England
      (Monthly)

33. Japan Business News
    - Japan Business News, Japan

34. Middle East Economic Digest (MEED)
    - Middle East Economic Digest, London
      (Weekly)

35. Trade Channel
    - Trade Channel Organisation, Netherlands
36. Trade Opportunities in Taiwan
   - Taipei World Trade Centre, Taiwan

37. UNIDO Newsletter
   - UNIDO, Austria (Monthly)

38. World Trade Annual
   - UN and Statistical Office

Adhoc Publications - Indian

39. Engineering Export Opportunity Studies
   - EEPC, Calcutta

40. Exporters from India
    - FIEO, New Delhi

41. Export Potential of Indian States
    - IIFT, New Delhi

42. Foreign Investment Policies of Selected Countries
    - Indian Investment Centre, New Delhi

43. GSP of EEC and Japan - A Quantitative Assessment of Gains to India
    - TDA, New Delhi

44. Guidelines for Effective Participation in ADB Projects
    - EEPC, Calcutta
45. Handout on Duty Drawback Schedules  
   - EEPC, Calcutta

46. Product Oriented Market Survey of Selected Countries  
   - Ministry of Commerce, New Delhi

47. Profile of Selected Engineering Products  
   - IIFT, New Delhi

48. Reports on the Visits of the Trade Teams  
   - FIEO, New Delhi

49. Selected Bibliography of Industry & Trade Associations of TDA Products  
   - TDA, New Delhi

50. Selected Bibliography of International Economics  
   - TDA, New Delhi

51. Selected Bibliography of Market Surveys of TDA Products  
   - TDA, New Delhi

52. Status Reports of Foreign Firms  
   - TDA, New Delhi

53. Trading with the World (Country Profiles)  
   - IIFT, New Delhi
Adhoc Publications - Foreign

54. Legal Aspects of Foreign Trade
   - ITC & ICC, Switzerland

55. Manual for Commercial Representatives Abroad
   - ITC, Switzerland

56. Thesaurus of International Trade Terms
   - ITC, Switzerland

57. Trade Data Analysis at Enterprise Level for Trade Promotion: A Practical Guide on How to Prepare and Analyse Export and Import Data from Customs Sources at Enterprise Level
   - ITC, Switzerland

58. World Directory of Trade Promotional Organisations and other Foreign Trade Bodies
   - ITC, Switzerland

Directories & Statistical Handbooks - Indian

   - Central Machine Tool Institute, Bangalore

60. Directory of Industries in India
    - Small Industry Research Institute, New Delhi
   - IMTMA, Bombay

   - Ministry of Commerce, Government of India, New Delhi

63. Indian Industries, 2V
   - K.C. Agarwal for Industries' Publications, Bombay

64. Times of India Directory & Year Book
   - Times of India Press, Bombay

65. World Register of Chamber of Commerce and other Associations
   - Amalgamated Press

Directories & Statistical Handbooks - Foreign

66. British Machine Tool & Equipment

67. Directory of British Importers
   - Trade Research Publications, Herts, England

68. Directory of US Importers
   - Journal of Commerce, New York, USA
69. Dubai Trade Directory
    - Dubai Chamber of Commerce & Industry, Dubai

70. Dun & Bradstreet Metalworking Marketing Directory
    - Dun & Bradstreet, New York, USA

71. Economic Handbook of the Machine Tool Industry
    - National Machine Tool Builders' Association, USA

72. Europa Yearbook: A World Survey, 2V
    - Europa Publications Ltd, England

73. Exporters' Encyclopaedia - World Marketing Guide
    - Dun & Bradstreet, New York, USA

74. Foreign Trade Reference Book
    - Bulgarian Chamber of Commerce

75. Gulf Directory
    - Jeddah, Qatar

76. Italian Machine Tools
    - UCIMU, Italy

77. Japanese Machine Tool Guide
    - News Digest Publishing Co. Ltd., Nagoya, Japan
78. Kelly's Manufacturing and Merchants' Directory
   - Kelly's Directories Ltd., England

79. Korean Machine Tool Guide
   - Korea Machine Tool Manufacturers' Association, Seoul, Korea

80. Market Guide
   - Dun & Bradstreet International,
     New York, USA

81. Machine tools and Cutting Tools in Sweden
   - Foereningen Svenska Verktygsmaskintillverke, Stockholm, Sweden

82. Machine Tool - Machine in West Germany
   - VDW, Frankfurt, FRG

83. Machine Tools
   - Strojexport Foreign Trade Corporation,
     Czechoslovakia

84. Machine Tool & Tool Industry in GDR
   - WMW Export-Import, Berlin, GDR

85. Machine Outils Francaise
    (French Machine Tools)
   - Syndicat des Construetteurs Francais de Machine Outils, France
86. Metal Cutting Machine Tools
   - Stankoimport, Moscow, USSR

87. Own's Directory
   - Own's Commerce & Travel Ltd., England

88. Portuguese Machine Tools
   - CIMAF, Porto, Portugal

89. Spanish Machine Tools
   - Spanish Machine Tool Builders Association, San Sebastian, Spain

90. Standard Trade Index of Japan
   - Japan Chamber of Commerce, Tokyo, Japan

91. Statistical Pocket Book of Hungary
   - Hungarian Central Statistical Office,
     Budapest, Hungary

92. Statistical Yearbook
   - UN, New York, USA

93. Statistical Yearbook of the Peoples'
    Republic of Bulgaria
   - Central Statistical Office to the Council,
     Sofia, Bulgaria

94. Stores of the World Directory
95. Swiss Machine Tools
   - Swiss Association of Machinery Manufacturers, Zurich, Switzerland

96. Taiwan Importers Directory
   - Taiwan Yellow Pages Corp., Taiwan

97. World Bank Atlas
   - World Bank, Washington, USA

98. World Economic Survey
   - UN Department of Economic and Social Affairs, New York, USA

99. World Directory of Industry & Trade Associations
   - ITC, Switzerland

100. Werkzeugmaschinen (Machine Tools)
     - VDW, FRG

Institutions - India

(Note: Descriptions of the Institutions already provided in the text are not provided in this part)

1. Controller of Imports and Exports (CCI & E) (Office of the-
Udyog Bhavan, New Delhi
Responsible for execution of the import and export policies as well as the promotional policies of the government.)
2. Confederation of Engineering Industries (CEI)
2326, Institutional Area, Lodhi Road,
New Delhi 110 003
Previously known as Association of Indian Engineering Industries (AIEI). Works as an effective catalyst for the development of engineering industry. Its services are directed at:
1. Indian engineering industry
2. Indian industry and government
3. Facilitating global interaction in this industry

3. Directorate General of Commercial Intelligence and Statistics (DGCISI)
DGCIS has offices at Calcutta, Bombay, Madras and Cochin. It undertakes preparation of analytical & special statistical tables on demand

4. Engineering Export Promotion Council (EEPC)
World Trade Centre, Ezra Street, Calcutta
The main function of this council is to conduct market surveys, arrange exhibitions, propaganda & publicity and liaison between trade and government, as also to send trade delegations.

5. Export Credit Guarantee Corporation of India Ltd. (ECGC)
Express Towers, 10th Floor, Nariman Point,
Bombay 400 021.
Promotes the growth of Indian export trade by providing insurance facilities to Indian exporters covering certain commercial and political risks involved in exports on credit terms and furnishing guarantees to the banks enabling the exporters to get advances from the banks on liberal terms.

6. Export-Import Bank of India (EXIM Bank)
   Mittal Court, 'B' Wing, 2nd Floor, 224, Nariman Point, Bombay 400 021.

7. Federation of Indian Chamber of Commerce & Industry (FICCI)
   Federation House, Tansen Marg, New Delhi 110 001.
   Provides information through its periodical publication Economic Times related to foreign trade, finance, industry, taxation, company, law, trade enquiries.

8. Federation of Indian Export Corporation (FIEO)
   PHD House, 3rd Floor, 4/2 SRI Institutional Area, Hauz Khas, New Delhi 110 016.

9. Indian Council of Arbitration
   Federation House, New Delhi 110 001.

10. Indian Institute of Foreign Trade (IIFT)
    Hauz Khas, New Delhi 110 016.

11. Indian Investment Centre
    Jeevan Vihar Building, Sansad Marg, New Delhi 110 001.
It is a government organisation for the promotion of foreign private investment in India. It also assists in the establishment of joint ventures in India and abroad, establishment of collaboration and third country ventures between Indian and foreign entrepreneurs.

12. Indian Machine Tool Manufacturers Association (IMTMA)
82 Jolly Maker Chambers, 2, 225 Nariman Point,
Bombay 400 021.
Negotiates with government regarding providing various facilities to the exporters

13. Indian Missions (Embassies) and Commercial Offices Abroad
Monitor the commercial events and developments of the countries of their accreditation, identify products with export potential and other trade opportunities, study the tariff and non-tariff barriers, government procedures, shipping facilities and government procedures, take initiative in cultivating specific trade contacts, etc.

14. Industrial Development Bank of India (IDBI)
Nariman Bhavan, 227, Vinay K Shah Marg, Backbay Reclamation Scheme, Nariman Point, Bombay 400 021.
Coordinates the activities and supplements the resources of other financial institutions including banks; plans and promotes industries of key signi-
ficance to the industrial structure; provides direct and refinance assistance to industrial concerns and adopts and enforces a system of priorities in promoting future industrial growth especially in small sector and backward areas.

15. Industrial Finance Corporation of India (IFCI)
Bank of Baroda Building, 16 Sansad Marg,
New Delhi 110 001.
It provides financial assistance to medium and large sized eligible industrial projects, set up in the corporate and cooperative sectors in India. It also takes up surveys for evaluation or dealing with marketing, investment, techno-economic studies.

16. Minerals & Metals Trading Corporation (MMTC) of India Ltd.
Express Building, Bahadur Shah Safar Marg,
New Delhi 110 002.
Exports mineral ore and other products as are assigned to it by the government from time to time. Also, import essential raw materials for Indian industries.

17. Ministry of Commerce
Udyog Bhavan, New Delhi 110 011.
Responsible for formulation and implementation of various schemes of assistance to exporters. It has Foreign Trade Territorial Division, Export Product Division, Export Industries Division and Export Services Division.
18. National Bank of India (branches abroad)

The information collected by them and the experience they have gained help exporters in organising themselves for export marketing.

19. Projects and Equipment Corporation of India Ltd.
Hansalaya, 15 Barakhamba Road, New Delhi 110 001.

20. State Trading Corporation (STC)
Chandralok, 36 Janapath, New Delhi 110 001.

21. Trade Development Authority (TDA)
Bank of Baroda Building, 16 Sansad Marg,
New Delhi 110 001.

22. Trade Fair Authority of India (TFAI)
Pragati Maidan, New Delhi 110 011.
TFAI is a national organisation for Indian trade fairs and exhibition at home and abroad; also helps export promotion through the printed world.

Institutions - Foreign

23. Asian Development Bank (ADB)
2330 Roxas Blvd., Metro Manila, Philippines, POB 789,
Manila, Philippines 2800.
Provides loan for industrial development with special emphasis on agriculture and agro-industry sector.

Foreign Banks
They serve as good links between buyers and the exporters (A few of them have been included here)
24. Barclays Bank PLC
54 Lombard Street, London EC3P 3AH.
Indian Branch: Dalamal Towers, Nariman Point, Bombay 400 021.

25. City Bank N.A.
399 Park Avenue, New York 10043, USA
Indian Branch: 293 D.N.Road, Bombay 400 001.

26. Grindlays Bank Ltd.
36 Fenchurch Street, London EC3P 3AS.
Indian Branch: 90 M.G.Road, Bombay 400 023.

27. Hongkong & Shanghai Banking Corporation
1 Queen's Road Central, Hongkong
Indian Branch: 52, M.G.Road, Bombay 400 023.

28. Standard Chartered Bank PLC.
10 Clement Lane, Lombard Street, London EC4N 7AB.
Indian Branch: 25, M.G.Road, Bombay 400 023.

29. General Agreement on Tariff and Trade (GATT)
Centre William Rappard, 154 rue de Lausanne, 1211 Geneva 21, Switzerland
Main objective of GATT is to achieve liberalisation of world trade through negotiations among member countries.

30. International Bank for Reconstructional and Development (IBRD) (World Bank)
1818 H Street, NW, Washington DC 20433, USA.
Commonly known as World Bank. Provides loans to govts.
31. International Development Association (IDA)
1818 H Street, NW, Washington DC 20433, USA.
Affiliated to the IBRD. IDA's assistance is aimed at the poorer developing countries whose GNP is less than US $806 in 1982. Credits are for a period of 50 years with a grace period of 10 years.

32. International Finance Corporation (IFC)
1818 H Street, NW, Washington DC 20433, USA.
It is a separate legal entity in the World Bank group to encourage the growth of productive private enterprise in its member countries. In association with private investors, invests without government guarantees.

33. International Trade Centre (ITC)
UNCTAD/GATT, Palais des Nations, CH 1211 Geneva 10, Switzerland.
It is a joint subsidiary organ of the GATT. It is the focal point in the UN for technical cooperation with developing countries in trade promotion.

34. Organisation for Economic Cooperation and Development (OECD)
2 rue Andre'-Pascal, 75775 Paris Cedex 16, France
The activities of the Trade Committee are aimed at maintaining the degree of trade liberalisation achieved, avoiding the emergence of new trade barriers and improving further the liberalisation of trade on a multilateral and non-discriminatory basis.
35. United Nations Conference on Trade & Development (UNCTAD)
Palais des Nations, 121 Geneva 10, Switzerland
Its main task is to promote economic cooperation among member nations with a view to achieve an accelerated growth pattern, especially in the developing countries.

36. United Nations Industrial Development Organisation (UNIDO)
POB 300, 1400 Vienna, Austria
Assistance is provided in problems of pre-feasibility and feasibility of industry or plant, investment and financing, production and techniques, management, marketing, quality and research.

37. World Bank
Commonly known for IBRD.
On-line Databases


Provides demographic, economic and labour data for 70 countries. Also provides data on labour costs and conditions, exports and imports, exchange and interest rates.

2. Disclosure II

Provides extracts of reports filed with the US Securities and Exchange Commission by publicly owned companies which cover financial management information, source of information for market intelligence, corporate planning and development, accounting research & corporate functions.

3. Disclosure/Spectrum Ownership

Information is driven from fillings made with the SEC from 3 publications containing data produced by Computer Direction Advisory Inc. It may be used to analyse the holdings of publicly-traded companies as an indication of market strength.

4. Ice British Company Directory

Provides information about company's covering name, trading address, description of business and financial data for total current liabilities, sales, profits, and directors' remuneration, directors' names, etc.
5. International Dun's Market Identifiers

Provides company listing covering marketing data, other related information of leading companies in 133 countries.

6. Investext

Provides full text financial research reports from 27 of the leading investment banking firms in the United States, Europe, Canada and Japan, containing information on independent sales and earnings forecasts, market share projections and related data.

7. Media General Databank

Provides detailed financial and trading information on public companies which are listed on the New York and American Stock Exchanges and the NASDAQ National Market List, etc.

8. Moody's Corporate News International

Offers business news and financial information of major corporations and institutions in 100 countries worldwide. It contains both textual and tabular records. Textual records cover business news announcements, and tabular records include financial data.

9. PTS International Forecasts, Predicasts, Inc., Cleveland, USA

Contains abstracts of published forecasts with historical data for all countries of the world excluding United
States. PTS US Forecasts database covers US. These databases cover general economics, all industries, detailed products and end-use-data. Both are good sources for hard to find statistics on specific subjects.


Provides textual information on current facts and comments from 100 international business publications.

11. UN Databank, UNDP, New York, USA

The data bank is created by UNDP to facilitate technical cooperation among developing countries. It provides information services which help organisations, individuals and government agencies in developing countries. It includes topics like development planning, statistics, industrial development, trade development, finance, population, employment.

12. US Exports

Gives export statistics for all commodities in dollar value and shipping weight, etc. This file can be used for statistical information on specific commodities and countries and for analyzing trends in exports.

13. World Affair Report

Provides subject-by-subject and country-by-country analysis of the Soviet attitude towards world developments based on Soviet and non-Soviet sources.
WB Loan to Railways

The World Bank is reported to have agreed to part finance the Rs.320 crore track renewal program that the railways propose to undertake on the Delhi-Mugalsarai and Bilaspur Bina lines. The $100 million that the bank is expected to provide will raise the railway's current borrowing from the bank to $700 millions.

In recent discussions with the World Bank, railways officials have stressed the urgency of faster track renewal, an area that has been neglected due to the paucity of funds. Besides replacing existing lines, there is an urgent need to upgrade them to enable the operation of faster trains. A high level supervisory Bank mission will visit India in September to discuss the project.

(Source: Business India, Aug 11-24, 1986;13)

STC-MMTC Bag Malaysian Railway Order

It is reported in the newspaper that the STC-MMTC consortium has been able to secure a $80 million track relaying order for Ercon from Malaysia. A number of other projects have also been identified, which would be executed by Indian firms in Malaysia.

The Malaysian government has already given a letter of intent
for the setting up of trading centre by the public sector HMT. The cost of the project is $12 million. MMTC will buy tin from Malaysia in lieu of the HMT project. The contract for this will be signed in mid-july.

(Source: Economic Times, June 16,1987)

Engineering Exporters to get Higher Pre-bid Clearance

It is reported that the Reserve Bank of India has now permitted EXIM Bank to grant pre-bid clearance for export of engineering goods on deferred payment basis up to Rs.20 crores.

Previously the EXIM Bank was allowed to grant clearance up to a value limit of Rs.5 crore. The enhancement of the limit is in recognition of the Exim Bank's experience in dealing with project export proposals since its inception.

RBI has also allowed other authorised dealers in foreign exchange to grant pre-bid clearances up to Rs.5 crores as against Rs.2 crores earlier.

According to engineering industry circles in India, the facility provided to the EXIM Bank will help Indian participation in multi million dollar projects floated by institutions such as, World Bank.

(Source: Economic Times, June 17,1987)
Indo-Soviet Talks Next Month

It is reported in the newspapers that ministers from India and Soviet Union would meet in Moscow on stepping up exports of Indian engineering goods to USSR in the coming years.

The Commerce Ministry has directed the EEPC to ask the exporters to furnish the latest contracting position for engineering goods and also information on contracts, so that efforts could be made during talks to sort out matters.

(Source: Economic Times, July 1, 1987)

ECGC Cover for Deemed Exports

The Government of India has decided to extend ECGC on concessional terms to deemed exports both on deferred and cash terms or on short term credit.

For deemed exports on deferred terms and deemed export projects, exporters will now have the option of availing of ECGC insurance cover.

Moreover ECGC's export performance guarantee, issued to banks as counter guarantees for export transactions, will be available for deemed export transaction at a concessional premium.

(Source: Economic Times, July 9, 1987)