

## Updates From the Sector

- ▲ **The Egyptian engineering companies are still aiming hard to maintain and expand their positions in their markets. Despite the negative effects of the global financial crisis, all indications assure that we will be able to raise our end of year engineering exports by at least 13% from last year. Total engineering exports of November 2008 have amounted close to 800 million EGP\*.**
- ▲ **Reminder: Please contact the EEC-EG office to check whether your products are eligible to benefit from the Export Rebate program. The rebates were set at 10% for 3 years, declining by 1% per annum over the following 3 years starting July 2008.**
- ▲ **H.E the Minister of Trade and Industry, Rachid Mohamed Rachid announced several measures to support the exporters. The measures include export subsidies amount of two billion pounds to be allocated for the Export Development Fund (EDF) to increase the capacity of Egyptian goods and products to compete in foreign markets . Accordingly the Engineering Sector will receive 50% increase for the Export Support program.**

## Highlights on EEC-EG Activities

### **OHSAS 18001 Training Program 19th November, 2008 at the AUC Management Centre**

The EEC-EG in coordination with the Management Center of the American University in Cairo (AUC) have organized a seminar to give an introduction on the available programs that are offered by the Center. The seminar was attended by a large number of company representatives and the speakers from the Center explained the importance of complying with the OHSAS 18001 procedures in order to minimize the accidents that take place due to lack of knowledge about occupational health and safety concepts and to explain its importance to any organization.

The Center will offer tailored programs for EEC-EG members and the engineering sector. The programs will kick off from January 2009 till June 2009. Details will be uploaded on our website and an e-mail will be circulated to our members



### **Meeting with International Trade Centre 31st of November, 2008 at the EEPC**

In an attempt to enhance Arab Capacity for Trade, the International Trade Centre (ITC) Mission is currently visiting the 5th country in the region. The members of the mission have met with the EEC-EG team headed by Chairman, Dr. Ahmed Fikry Abdelwahab and discussed the opportunities of receiving the support of the centre which are likely to include: assistance in product development, advocacy and awareness programs. Members of the Mission included: Mr. Osman Atac, Chief, Trade Support Institutions Section, Mr. Abdelkrim Ben Fadhl, ITC International Consultant, Mr. Abdeslam Azuz, Officer-in-Charge, Office for Arab States and, Mr. Mosaad Ghoneim, ITC National Consultant

## New members

▲ **The EEC-EG would like to welcome the following new members who have joined during the month of November:**

- Al Araby for Engineering Products
- El Sewedy for Engineering Products
- Nouval
- Al Araby for Marketing Home Appliances
- Emas
- Egyptian Swedish Company for air conditions
- Magdy Mohamed Afifi Company

*Click on the company name to visit the website—or to e-mail the contact person*

\* According to primary reports released from GOEIC for November 2008

## Tender Offers & Export Opportunities



| Tender offer<br>Medical Equipment   | Tender offer<br>Electric Cables   | Export Opportunity<br>Steel bearings   | Tender Offer<br>Electrometers   |
|---|---|--|---|
| Location: Senegal<br>Deadline: 19/12/2008<br><a href="#">Download Details</a> | Location: Maghreb<br>Deadline: 17/12/2008<br><a href="#">Download Details</a> | Location: Damascus<br>Deadline: 12/12/2008<br><a href="#">Download Details</a> | Location: Damascus<br>Deadline: 19/1/2009<br><a href="#">Download Details</a> |

PLEASE CHECK OUR EXPORT OPPORTUNITIES LINK ON OUR WEBSITE TO REVIEW PREVIOUS POSTINGS [HERE](#)

## Upcoming EEC-EG Events

### Expand Your Horizons for Exporting with Technology

Tejari

In line with our mission "Creating Opportunities for Exporters" and to support you overcoming the current global challenges, to stay competitive in your market and maintain your market share the Engineering Export Council in cooperation with Tejari will hold an event in the second week of January.

The event will introduce you to the Tejari E-marketing Services, such as: Web Portals, Web Communities, On Line Bidding, e-Procurement, on Line Catalogues and Brochures. We would like to note that the IMC funds Tejari Services up to 70%.

The EEC-EG will be circulating an e-mail with the event details and registration form. Meanwhile you can contact the Mrs. Maha Saleh on [mahasaleh@eec-eg.org](mailto:mahasaleh@eec-eg.org) for more details.

### Egyptian Automotive Trade mission to the UK

Building on the success of the British Automotive Trade Mission to Egypt hosted by the Engineering Export Council of Egypt in October 2008 and with the participation of around 20 Egyptian companies in the automotive and auto feeding industries we have managed to present Egypt's capabilities in the automotive industry. We invite you to join us for the Egyptian Automotive Trade Mission to the UK between the 16th April—1 May 2009.



- Click [here](#) to download the Agenda - Click [here](#) to download the Registration form

## Upcoming Training Programs in December

### Basic Seminar 2 -Modernizing Industry

Duration: 14-25 December 2008

To Register: [click here](#)

### International Purchasing & Supply Chain Management

Duration: 14-25 December 2008

To Register: [click here](#)

### Modern Trends of LCs Under UCP600

Duration: 21-24 December 2008

To Register: [click here](#)



## Upcoming Exhibitions

| Event    | Sector                 | Date                | Location           |
|----------|------------------------|---------------------|--------------------|
| WIN 1    | Machinery, Welding...  | 3-6 February 2009   | Istanbul, Turkey   |
| WIN 2    | Electric, hydraulic... | 26 Feb.—1 Mar. 2009 | Istanbul, Turkey   |
| Ambiente | Home Appliances        | 13-17 February 2009 | Frankfurt, Germany |
| Macef    | Home Appliances        | 16-19 January 2009  | Milan, Italy       |
| MOTORTEC | Automotive Feeding     | 10-14 March 2009    | Madrid, Spain      |
| Hannover | Electric Equipment     | 21-24 April 2009    | Hannover, Germany  |

Click on the event title to visit the website

## Joining the Council



### Main Services of the Council:

- Issuing authorized export subsidy support application
- Trade Information Services
- Business Matchmaking
- Training Programs
- Events
- Exhibitions
- Trade Missions
- Handling Business Enquiries
- Promotion

### Membership Benefits

Once you become a member of the EEC-EG, you can enjoy a wide range of services that include:

#### Supporting Services

- Export support funds can be allocated for your company;
- Discounts on training programs up to 70%;
- Discounts on joining any local or international exhibitions up to 70%;
- Investigating any export opportunity for your company;

#### Basic Services

- Membership for 3 employees from the company/organization;
- 1 Free invitation and 50% discount for the other 2 members for all yearly EEC-EG events;
- Daily contact with our membership support unit for any market inquiries;
- Company logo displayed on the EEC-EG web-portal with a link to the company website;
- Distribution of any brochures, pamphlets or other promotional materials at the EEC-EG premises;
- Use of all EEC-EG services, database, market research, and matchmaking;
- Discounts on ads in the council's newsletter/annual report;
- Special market research related to your industry for free the first year;
- Access to members on the EEC-EG web-portal for all available services and export opportunities.

## Join us NOW!

Your company can apply for membership through one of the following methods:

- **Online Registration:** in this case the Membership services department will process the request after receiving the online application through the Membership Application Form and it will contact the client if any documents are required.
- Contacting the EEC - EG through phone (+202) 37495616 - 24033985 - 24022956  
or e-mail [info@eec-eg.org](mailto:info@eec-eg.org), in this case membership services department will guide the client to the steps of registration.
- Directly visiting the EEC-EG premises at Fairs Ground - Nasr City at the Egyptian Export Promotion Center (EEPC).