



CBI : Helping to Enhance Exports to EU



CBI
Ministry of Foreign Affairs of the Netherlands

Center for Promotion of Exports from Developing Countries has been active in Pakistan for more than three decades during which the Dutch government has provided assistance to numerous Pakistani businesses in sectors as diverse as

textile, made-up garments, horticulture, cutlery, medical instruments and engineering goods.

The present newsletter is focused on CBI's current activities in the engineering goods sector comprising Castings, Forging, Sub-Contracting, Gears, Transmission machinery, Auto parts and allied industrial sub assemblies.

At iRastgar, we are providing local support and coordination to CBI activities in the Engineering and Metal Goods Sectors. During the period 2007-11, more than fifty companies

In this first newsletter, we outline some of the recent activities

- MOU signing at EDB
- Workshop on Process Control for BSO
- Workshop on market Research for ECP (Karachi)
- Workshops on Market Research for ECP (Lahore)

participated in the CBI Export Coaching Program. The Companies which took the CBI ECP seriously have experienced excellent export led growth with several successes stories to cite. Several of the participating companies experienced a ten-fold export led increase in sales!

In the current CBI ECP 2012-17, there are fifteen Companies, engaged in a wide variety of engineering manufacturing businesses. Some more information on the current program can be seen at

www.irastgar.com

CBI has a three tier approach to building a sustainable engineering sector export base from Pakistan

- Capacity Building of Pakistani Business Support Organizations (BSOs): BSO Development Program.
- Export Coaching Programme for 30 Pakistani Engineering Manufacturing Companies (ECP 2012-17)
- Assistance to the Export Coaching Programs of the BSO's



MOU signing at EDB



Workshop on Process Control for BSO



Workshop on market Research for ECP (Karachi)



Workshops on Market Research for ECP (Lahore)



Trade Fair Participation

The Pakistani ECP Participants are going to display at various CBI sponsored Trade Fairs this year

International Exhibitions	Participating Companies	International Exhibitions	Participating Companies
 Airtec, Frankfurt Germany 5 - 7 November, 2013	Alson Industries Pvt Limited, Karachi R&D Precision Exports (Pvt) Ltd, Karachi	 Midest, Paris, France 19 - 22 November, 2013	Mistequay International Pvt Ltd, Faisalabad PIC Technologies Pvt Ltd, Islamabad

In addition to the two companies displaying, it is expected that about a dozen ECP participants will also visit the MIDEST to broaden their knowledge on export possibilities, networking with EU companies and bench marking purpose.

EXPRO Seminar, The Hague, Netherlands:

10 – 16 November, 2013

Participants in EXPRO Seminar 2013,
The Hague, Netherlands

ECP 2013-17 participating companies which fulfilled basic requirements with regard to progress with the export coaching and advice provided have been selected to participate in the EXPRO Seminar this year.

In addition to four days of inter-active session at The Hague, the participants shall be taken to visit a Dutch engineering sector company at Hengelo, Netherlands. Before the closing ceremony on 16th November, the EXPRO participants would also have spent a day visiting the Agritechica 2013, Trade Fair at Hannover Germany.

The ECP participants are also accompanied by key persons from the BSOs which are Stake holders in the CBI's BSOD Programme

S. No	Name	Company
1	Mr. Mohsin Waseem Muggo	Techmen Engineering, Lahore
2	Mr. Abbas Ali Noorani Mr. Zeeshan Ali Noorani	Noorani Industries, Faisalabad
3	Mr. Rana Usman Nawaz Mr. Ali Nawaz Rana	A.N. Engineering Industry, Lahore
4	Mr. Iftikhar Ahmed Ms. Rida Iftikha	Risan Synthetic Technic, Lahore
5	Mr. Faisal Din Mr. Humza A. Wazir	Power Vision Systems Pvt Ltd, Lahore
6	Mr. Muhammad Umar Bhutta	International Polymer Industries Pvt Ltd, Islamabad
7	Mr. Sohaib Akbar	Mistequay International Pvt Ltd, Faisalabad
8	Mr. Motasim Bajwa Mr. Najamul Husnain	Lucky Plastic Industries, Lahore
9	Mr. Asif Jah	Elektro Control Industries, Islamabad
10	Mr. Shahid Rafiq Mr. Iftikhar Ali Khan	PIC Technologies Pvt Ltd, Islamabad
11	Mr. Mahmood Alam Sherani Mr. Saad Mahmood Sherani	Sherani Engineering, Karachi
12	Mr. Mashood Ali Khan	Mehran Commercial Enterprises, Karachi
13	Syed Muhammad Farooq Syed Ejaz Al	Landhi Engineering Works Pvt Ltd, Karachi
14	Mr. Abdul Saboor Zaman	Tecno Pack Pvt Ltd, Karachi
15	Ms. Amirah Hashm	Thermosole Industries Pvt Ltd, Lahore
Key Person from BSOs		
16	Mrs. Shahida Qaiser	Trade Development Authorities of Pakistan (TDAP)
17	Mr. Mujtaba Quddus	Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM)
18	Mr. Asad Fawad	National Productivity Organization (NPO)
19	Mr. Abdul Rasheed	Pakistan Foundry Association (PFA)
20	Mrs. Raazia Shakir	Engineering Development Board (EDB)

EXPRO Lahore for BSO Development

15 – 19 December, 2013

An EXPRO is also planned, next month, at Lahore, Pakistan, where persons from all the

Engineering sector BSOs and some others shall be trained on leading the engineering sector,

exports through research, hand-holding, policy and customs facilitation.

ECP Participants companies are encouraged to send in their success stories for publications to newsletter@irastgar.com