

**EEPC REGIONAL AWARD FOR EXCELLENCE IN EXPORTS
SCHEME FOR THE YEAR 2011-12**

A. Categories, Types of Award, Numbers

The Award Scheme will have the following categories and numbers:

<i>Categories</i>	<i>Number of Awards</i>
1. Top Exporter for the Year 2011-12	11
<i>Of which:</i>	
A. Gold Trophy	5
B. Silver Trophy	5
C. Special Trophy for Excellence in Engineering Process Outsourcing Services	1
2. Star Performers in Product Groups for 2011-12 – Silver Shield (Annexure II)	102
3. Award for Special Contribution – Silver Plaque (Annexure I)	6
4. Award for Maximum Participation in Council's Promotional Activities in 2011-12 – Plaque	3
Total	122

B. Definitions:

(a) General definitions: For the purpose of awards, the applicants are defined in the following categories:

- (i) *Micro Enterprises: Members falling under the category under the provisions of the The Micro, Small and Medium Enterprises Development Act, 2006, Government of India*
- (ii) *Small Enterprises: Members falling under the category under the provisions of the The Micro, Small and Medium Enterprises Development Act, 2006, Government of India*
- (iii) *Medium Enterprises: Members falling under the category under the provisions of the The Micro, Small and Medium Enterprises Development Act, 2006, Government of India*
- (iv) *Large Enterprises: All other manufacturer exporters*
- (v) *Merchant Exporters: Members having their registration as 'Merchant Exporter' in the Council's RCMC*

Note: Exporters registered as Merchant-cum-Manufacturers

Merchant-cum-manufacturer exporters would be categorized according to their performances in the 'manufacturer' and 'merchant' category. Companies having exports predominantly in manufacturing

category would be classified under the provisions of the MSMED Act 2006. Otherwise, they would be treated as a merchant exporter and relevant provisions would be applied.

(b) Definitions of Micro, Small and Medium Enterprises as per the MSMED Act 2006:

(a) In the case of the **enterprises engaged in the manufacture or production of goods** pertaining to any industry specified in the First Schedule to the Industries (Development and Regulation) Act, 1951—

- (i) Micro Enterprise: where the investment in plant and machinery does not exceed twenty-five lakh rupees;*
- (ii) Small Enterprise: where the investment in plant and machinery is more than twenty-five lakh rupees but does not exceed five crore rupees; or*
- (iii) Medium Enterprise: where the investment in plant and machinery is more than five crore rupees but does not exceed ten crore rupees;*

(b) *In the case of the enterprises engaged in providing or rendering of services —*

- (i) Micro Enterprise: where the investment in equipment does not exceed ten lakh rupees;*
- (ii) Small Enterprise: where the investment in equipment is more than ten lakh rupees but does not exceed two crore rupees; or*
- (iii) Medium Enterprise: where the investment in equipment is more than two crore rupees but does not exceed five crore rupees.*

(b) Definitions for the Star Performer Awards: The General Definitions would apply to all awards, with the following exceptions:

- (i) The Star Performer awards would be distributed to three categories (i) Small Enterprises; (ii) Medium Enterprises and (iii) Large Enterprises.
- (ii) Micro and Small Enterprises would be clubbed together under the head of Small Enterprises for the purpose of the Star Performer Awards. ***However, the Micro Enterprises would get a double-weightage for the purpose over the Small Enterprises.***

- (iii) For the purpose of Star Performer Awards, merchant exporters having export turnover upto Rs 150 crore would be categorized as Medium Enterprises. Merchant exporters with a higher turnover would be categorized as Large Enterprises.
- (iv) For Star Performer Awards, after categorization, ***exporters other than Merchant Exporters in the Large and Medium Enterprises categories would get double-weightage*** in calculation of export performance over the Merchant Exporters.

(c) ***Thrust Markets*** and ***Products*** have been identified in the “Strategy Paper for Growth of Engineering Exports: 2010 to 2014”, a study carried out by the Council. List of Thrust Products with HS Codes and the respective Thrust Markets is being given in Annexure I.

(d) Definition of ***Promotional Activities*** of the Council and the scores attached to each of them for the purpose of award are given below:

Details	Score
Participation in India Engineering Exhibition (INDEE)/	3
Participation in Council's Other Events Overseas – including participation BSMs, delegations, catalogue shows etc	2
Participation in Events in India – including participation in newspaper supplements, contribution in EEPC Publications etc	1

C. Eligibility Criteria

(i) For the Trophy for Top Exporters

The following threshold limits would be applicable for the Top Exporter Trophies and for the Award for Special Contribution – Highest Growth in Exports:

- *Rs 150 crore for Large Enterprises*
- *Rs 75 crore for Medium Enterprises*
- *Rs 5 crore for Small Enterprises*
- *Rs 1 crore for Micro Enterprises*
- *Rs 100 crore Merchant Exporters*

An applicant should have some exports to his credit since 2009–10, ie last three years.

The application company should not appear in the ‘Denied Entity List’ of the O/o the DGFT at the time of finalization of the list of award winners.

(ii) For all other awards

- To compete in any category, the minimum export performance required is Rs 1 crore.
- ***However, Micro Enterprises do not have any minimum export performance requirement.***
- Merchant exporters can compete only in the Medium and Large Enterprises categories in the Star Performer awards.
- An applicant should have some exports to his credit since 2009–10, ie last three years. However, no minimum export performance is required to apply for the award for participation in Council's promotional activities.
- The applicant should not appear in the 'Denied Entity List' of the O/o the DGFT at the time of finalization of the list of award winners.
- For EEPC INDIA – Intertek Quality Excellence Award, The selection will be based on the basis of those applications that have not received any other Award in any other category and have at least an ISO–9001 Quality certification. The final selection will be done by INTERTEK based on certain quality guidelines.

D. Award Categories

Award Categories	Number of Awards	
	Category Total	Group Total
1. Top Exporter for the Year 2011–12		11
<i>A. Gold Trophy</i>	5	
(i). Large Enterprises		
(ii). Medium Enterprises		
(iii). Small Enterprises		
(iv). Micro Enterprises		
(v). Merchant Exporters		
<i>B. Silver Trophy</i>	5	
(i). Large Enterprises		
(ii). Medium Enterprises		
(iii). Small Enterprises		

(iv). Micro Enterprises		
(v). Merchant Exporters		
<i>C. Special Trophy for Excellence in Engineering Process Outsourcing Services</i>	1	
2. Star Performers in Product Groups for 2011–12 (Silver Shield: one each for Large, Medium and Small Enterprises)—See Annexure II		102
(i). Basic iron and steel	3	
(ii). Rolled, drawn and folded products of iron and steel	3	
(iii). Ferro alloys	3	
(iv). Sanitary and industrial castings	3	
(v). Steel forgings	3	
(vi). Tubes, pipes and hollow profiles, and tube or pipe fittings, of iron or steel	3	
(vii). Aluminium and articles thereof	3	
(viii). Non-ferrous metals (excl aluminium) and articles thereof	3	
(ix). Domestic metal products	3	
(x). Hand tools	3	
(xi). Metal fasteners, springs and allied articles	3	
(xii). Other fabricated metal products excl machinery and equipment	3	
(xiii). Engines and turbines and parts	3	
(xiv). Pumps, compressors, hydraulic and pneumatic power engines and parts	3	
(xv). Bearings, gears, gearing and driving elements, and parts	3	
(xvi). Miscellaneous general-purpose machinery	3	
(xvii). Machine-tools and parts and accessories	3	
(xviii). Agricultural or forestry machinery and parts	3	
(xix). Machinery for mining, quarrying and construction, and parts	3	
(xx). Miscellaneous special-purpose machinery (incl metallurgy, food and textile) and parts	3	
(xxi). Domestic appliances and parts	3	
(xxii). Electric motors, generators and transformers, and parts	3	
(xxiii). Mica and other mineral-based articles used mainly for electrical purposes	3	
(xxiv). Miscellaneous electrical machinery and apparatus (incl electricity distribution and control apparatus)	3	
(xxv). Medical and surgical equipment and orthopaedic appliances	3	
(xxvi). Miscellaneous instruments and appliances	3	
(xxvii). Motor vehicles	3	
(xxviii). Automobile components	3	
(xxix). Two/three wheelers and parts	3	

(xxx). Bicycles and parts	3	
(xxxi). Miscellaneous transport equipment and parts	3	
(xxxii). Project exports	3	
(xxxiii). Engineering services	3	
(xxxiv). Miscellaneous engineering goods	3	
3. Award for Special Contribution (Silver Plaque: one each for Large, Medium and Small Enterprises) –See Annexure I		6
(i). Highest Exporter in Thrust Markets for Thrust Products	3	
(ii). Highest Growth in Exports	3	
4. Award for Maximum Participation in Council's Promotional Activities in 2011–12 (Plaque: one each for Large, Medium and Small Enterprises)		3
Total		122

E. Notes

1. The Regional Award Committee of the Council, constituted from time to time by the Chairman of the Council, would decide on the category of applicants and awards based on documentary evidences available with the award application.
2. The decisions taken by the Regional Award Committee will be final and binding.
3. Hard Copies of all applications would have to be submitted to the Regional Director of the respective Regional Offices within the time stipulated by the concerned Regional Office.
4. For consideration of Regional Award of the Council, only direct exports of the applicant will be taken into account, as also indirect exports when the final exporter surrenders its claim in favour of the applicant.
5. Exporters of engineering goods (both merchant exporters and others), projects and services are required to fill in the respective portions of the application form, failing which the application would be liable to be rejected.
6. The total export turnover needs to be mentioned in the application form. The application form needs to be certified by a Chartered Accountant.
7. For Star Performer Awards, if an applicant is found eligible to compete in more than one product category, export turnover of only the relevant products would be taken into account. Also, while all Engineering Codes have been included in Annexure II, as per DGCIS classification for engineering

goods, in case some codes are still left out, they will be included in the “Miscellaneous Engineering Goods” category of Annexure II (category 34).

8. Not More Than One Award

- (i) A firm qualified for “Top Exporter for the Year 2011–12” award will not get “Star Performers Award” for the Group or “Award for Maximum Participation in Council’s Promotional Activities”.
 - (ii) Any exporter getting any Award at All India Level will not be considered for the same category of Award at Regional Level except for higher category. However, name of such exporters will be published in the respective Regional Award Brochures.
9. Supplies falling under the purview of Chapter 8 of the Foreign Trade Policy 2009–14 of the Government of India and termed as Deemed Exports will not be taken into account for the purpose of Export Awards of the Council.
10. Supplies to SEZs in India will also not be taken into account for the purpose of Export Awards of the Council
11. All applicants are required to clearly mention the award(s) applied for in the application form, failing which the applications would be liable to be rejected.

F. Documents to be submitted along with the application form

- 1. Application form duly filled up and certified by a Chartered Accountant. ***Please note that Export figures in the Application has to be provided in Rs. Crores.***
- 2. IEC Certificate showing PAN;
- 3. Registration–cum–Membership Certificate of EEPC;
- 4. To substantiate classification as Micro, Small and Medium Enterprises, the applicants are required to submit a copy of the Certificate issued under the MSME Act 2006 certifying the applicant as Micro, Small or Medium enterprise.
- 5. If the certificate is not available, any of the following documents needs to be submitted:
 - a. An acknowledged copy of the Entrepreneurs Memorandum submitted to the District Industries Centre for certification under The Micro, Small and Medium Enterprises Development Act, 2006, accompanied by a CA Certificate classifying the applicant into Micro, Small or Medium Enterprise as per the definitions of the MSME Act;
 - b. If the applicant does not possess the above documents, the fixed asset schedule of the applicant as per their balance sheet – duly certified by a Chartered Accountant –

mentioning the gross block investment in plant and machinery of the applicant, as at 31st March 2012, would be accepted.

6. A declaration in the letterhead of the organization stating that the company is not in the 'Denied Entity List' at the time of submission of the award application; and
7. A No-Objection Certificate in case of Indirect Exports.