

northern notes

NEWSLETTER OF CONFEDERATION OF INDIAN INDUSTRY

NORTHERN REGION

A Cut Above

IN THIS ISSUE

- Cera Glass India 2010:
India's first comprehensive ceramic and glass show
- Inauguration of first house
under the CII Leh rehabilitation project
- Chandigarh Fair: An affair to remember
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Foreword

The idea of conferences, fairs, meetings, interactions isn't revolutionary. But when we bring in a 'role-model' approach, we begin to make a difference.

I am pleased to say this last quarter of 2010, has touched new milestones.

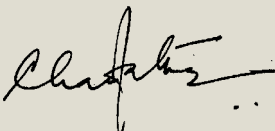
Mr P Chidambaram, Union Home Minister, inaugurated the first house constructed by CII in Saboo village in Ladakh under the CII Leh Rehabilitation Project. These have been improvised to suit the weather conditions. For instance, instead of sundried mudbricks, compressed earthblocks with earthquake reinforcement have been used for strength. Having completed two houses in one month, we have stocked the entire construction material required for the balance promised houses, which will be built April 2011 onwards, as the winter ends.

CII organised India's first ever comprehensive ceramic and glass show, CeraGlass 2010. The show was a milestone in itself with organised buyer-seller meets, widespread industry participation in nine sectors from across the globe. It showcased, for the first time, industrial and consumer applications of ceramic and glass—from tiles and sanitary ware, to refractories to table and artware. CeraGlass 2010 brought together, effectively, for the first time, all the sectors in ceramic and glass to represent the 'industry' per se.

The 15th edition of the CII Chandigarh Fair attracted 2.5 lakh people over four days. The international arcade brought an exotic range of products from Pakistan, Thailand and Afghanistan. For the first time, there was a section dedicated exclusively to a 'social' exposition, where leading NGOs presented and sold material made by marginalised sections of the society.

At a session organised by CII, in association with Bharatiya Yuva Shakti Trust, HRH Prince Charles, Prince of Wales awarded the winners of Unique Business Idea Contest and BYST Green Ambassadors.

As we keep broadening our horizon into new areas of work, we invite our readers to share their thoughts with us.



(CHARU MATHUR)

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spotlight

First house inaugurated under the CII Leh Rehabilitation project

30 October 2010, Ladakh



P Chidambaram, Union Home Minister, inaugurated the first house constructed by CII in Saboo village

Mr P Chidambaram, Union Home Minister, inaugurated the first house constructed by CII in Saboo village in Ladakh under the CII Leh Rehabilitation Project and handed over the key to the first beneficiary. Accompanied by Mr Nawang Rigzin Jora, Tourism Minister J&K; Mr Khurshid A Ganai, Principal Secretary (Planning), J&K, Mr Sanjeev Verma, the then Deputy Commissioner, Leh, among others, the Minister was on a visit to Leh to take stock of the rehabilitation work for flash-flood victims. Taking the initiative of building houses for the first time, CII has built 2 model houses in one month. These are an improved version of the traditional Ladakhi houses, built with a specially bought fully-automated machine for manufacturing compressed earth blocks.

Improvisations in the houses...

- Walls with compressed earth blocks, stabilised with cement
- Double-glazed windows for solarisation
- Instead of the wooden roofs, CGI sheets with EPS insulation.
- 1 large Ladakhi kitchen, 1 smaller room and an air-locking corridor

Immediate Beneficiaries

- Rigzin, a 50-year-old single lady and her 85-year-old invalid mother
- Shafi Mohhamed, a constable in the J&K Police. His wife gave birth to a baby boy 20 days after their house was washed away in the cloudburst

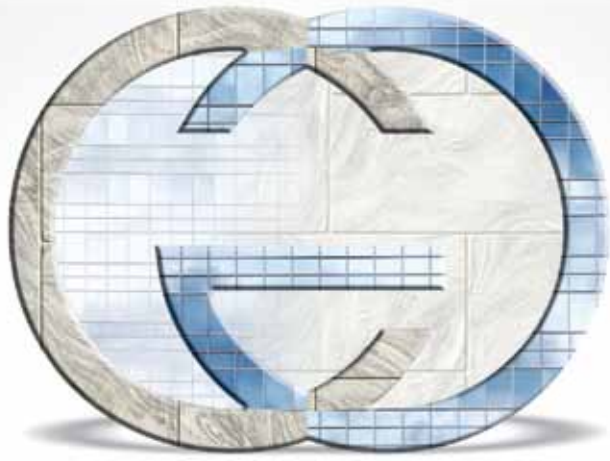
The improvised version has been designed to strengthen the structure and make it earthquake-resistant by using locally available materials. The estimated cost of each house is approximately Rs 5 lakh.

CII has undertaken the responsibility to build all of the 13 totally damaged houses in Saboo village, under the Prime Minister's Model Village Scheme. Having completed two houses, the remaining 11 houses will be made in March/April 2011 when the season permits, for which the material has already been stored in Saboo. CII has also requested the district administration to identify another 10 needy families for whom CII will build houses. CII has already given building material (cement, steel debars, CGI sheets etc) to 20 beneficiaries identified by the district administration and given 100 cement bags for repairs and reconstruction to affected families in far-flung villages of Skiu and Kaya.

दिखे मिट्टी के कई रंग



India's first comprehensive ceramics, glass & allied products show

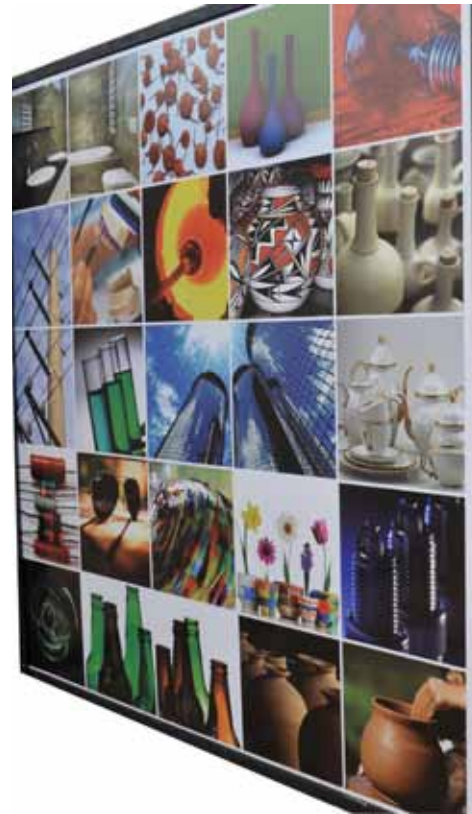


CERAGLASS INDIA 2010
11-14 November, 2010, Jaipur, India

CeraGlass 2010 was organised by the Confederation of Indian Industry, RIICO, Government of Rajasthan and Indian Ceramic Society, with support from the Union Ministry of Commerce and Industry. The unique show, which was **inaugurated by Mr Anand Sharma and Mr Ashok Gehlot**, achieved its objective of catalysing market access, technology transfer and investments in this sector. Mr Ashok Gehlot, Hon'ble Chief Minister, Rajasthan, expressed that the proposed Ceramic and Glass hub at Ghilot, with availability of piped natural gas will achieve its true potential. He emphasised on the importance of an effective, single-window system to make the investment process in the state simpler and faster.

Mr Anand Sharma, Union Minister of Commerce & Industry complimented the progressive measures taken by Rajasthan to promote industry. He complimented the State Government's proactive approach in organising the first ever National Manufacturing Zone (NMZ) in the country.

Spread over an area of 6,130 sq mt, 180 exhibitors were covered in **9 concurrent shows**. About **373 new products** were launched and displayed at CeraGlass India 2010 and generated 8,383 business enquiries, including five forty nine from foreign buyers.



Eye-Catchers

- Tiles & Sanitaryware
- Tableware & Art
- Ceramic & Glass Raw Materials
- Glass
- International
- Machine
- Structural Heavy Clay Products
- Technical and Advanced Ceramics
- Refractory & Allied Products





Buyer-Seller Meet

OPPORTUNITIES GALORE AT CERAGLASS 2010

"This is the first effort to gather such a set of people and judge the potential that we have in India"

- Shreekant Somany, Chairman, CII CeraGlass India 2010

Participating Nations: 15 countries were part of the meet - Bangladesh, Botswana, Brazil, Egypt, Korea, Mauritius, Nigeria, Peru, Saudi Arabia, South Africa, Sri Lanka, UAE, Tanzania, Uganda and USA.

- No. of importers: 28
- No. of exporters: 48
- Product Focus: Ceramic wall and floor tiles, sanitary ware and allied products, pottery ware, stoneware, tableware, crockery, insulators, ceramic colours, glazed products and all types of glass products.

India is going to become an emerging hub for ceramics and glass products and the entire world will look at India for sourcing.

- David Duenias of Mody Ceramics Import & Marketing, Tel Aviv, Israel

Indian goods are not only better in quality as compared to China, but are also cheaper and durable.

- MajeReem Khedr, Chairperson of Edimex, a trade and import company from Cairo



SOMANY Tile Master, a skill development initiative for masons



For the first time ever at any event, 10 masons in batches of two were trained and certified in the art of apt laying and cutting of tiles during the two-day workshop at CeraGlass India 2010. As a response to this, 20 more masons have shown their interest to participate in the Tile Master programme and will be undergoing training soon. A special tool kit consisting of 33 items, with major items sourced from Spain has been exclusively designed by Somany Ceramics Limited, the main focus being the creation of dignified and skilled manpower for the unorganised sector.

Country's first ceramics, glass expo in state from Nov 11



Raj to get single window system

DNA Correspondent

An effective single window system, to make the investment process in the state simpler and faster, would be functional from January 1, 2011 at all divisional headquarters and Alwar. This was announced by chief minister Ashok Gehlot.

Speaking at the inaugural function of CeraGlass India 2010 in Jaipur on Thursday the Gehlot said that Rajasthan has all the ingredients of an ideal investment destination—mineral wealth, focus on infrastructure, a conducive policy environment, peaceful labour resource, good human resource, infrastructure and hardworking friendly people.

Gehlot says the system will be functional from next year to make investment process simpler in the state

tance of proposed Delhi Mumbai Industrial Corridor, the CM said that 35% of the corridor passes through the state. This, he said, would further improve the investment attractiveness of Rajasthan it would provide significant logistical advantage to the industry.

On the promotion of ceramic and glass industry in the state, he said that the proposed ceramic and glass hub at Gilot, with availability of piped natural gas, will help the state

achieve its true potential. He added that the state is working towards achieving self sufficiency in power by 2013, as power is a critical element of industrial infrastructure. CeraGlass India 2010 would go a long way in promoting this industry in the state, Gehlot added.

Addressing the gathering chief secretary S Ahmed said that CeraGlass 2010 will provide a platform for exchange of information and ideas. Sharing the journey of the event, Sunil Arora, principal secretary industries and chairman, Riico said that initially the feeling was that of stepping into the unknown, as CeraGlass India 2010 is the first show of its kind in India on the ceramics and glass industry.

Over 230 representatives from the industry participated in the focused conferences addressed by **90 experts** from government, industry, research organisations and academia on:

- i. Advanced ceramics for tomorrow
- ii. New technologies in refractories: Challenges & opportunities
- iii. Innovative trends & applications of ceramic tiles, sanitary ware, glass & allied industry
- iv. Business opportunities in ceramics & glass industry
- v. Roundtable on refractories in steel sector - Synergising technical & growth trends
- vi. Ceramics & glass raw materials from Rajasthan
- vii. Energy policy & technology for the ceramics industry
- viii. Seminar on design & construction developing, smarter & healthier buildings



CERAGLASS

A Cultural Spread



The Haat displayed works from artists in the field of ceramics, glass, terracotta and blue pottery. Spread over an area of 1,500 sq mt, with imaginative, traditional and rural architecture, the Haat had been especially designed to bring to life the vibrant colours of rich Indian pottery, ceramics and glass heritage. The lively, interactive space displayed products from traditional ceramics cluster of Khurja (UP), glass clusters including glass work and bangles and blow glass art from Firozabad (UP), blue pottery from Jaipur, studio pottery from Delhi, and stone mosaic work of Mr Herve Vital, a French artist.





Dr. G. K. Gehlot along with Union minister for commerce and industry Anand Sharma at the inauguration function of CeraGlass India 2010 in Jaipur on Thursday, 15th Dec 2012.



Live workshops & demos, an engaging & absorbing experience!

- Pottery making on potter's wheel
- Pottery painting
- Lac ki chauriyon
- Flame glass art
- Life-size kiln and demo of bone china crockery making

“ We are hopeful that this event will be recognised as an excellent platform for market access, technology transfers and investments for conventional, innovative and futuristic products. My best wishes and whole-hearted support to the event.

- Sunil Arora, Chairman, RIICO Ltd

CeraGlass 2010 will go a long way in making Rajasthan a global ceramic and glass hub.

- Swapan Guha, President, Indian Ceramic Society

The show is an integrated one showcasing raw materials, finished products, technologies, machinery, as well as live demos.

- Rajendra Bhanawat, MD, RIICO Ltd



“ Putting together the first ever comprehensive glass and ceramic international show in India has been a singular honour for CII.

- Hari S Bhartia, President, CII

We found all our major buyers here. Thank you to CII for inviting Almatos to participate in CeraGlass 2010 and we look forward to CeraGlass 2012.

- Yoke K Fong, Almatos Alumina Pvt Ltd, China



See you at



CERAGLASS INDIA 2012
An International Trade Fair & Conference on
Ceramics, Glass & Allied Products

Saturday, 15th December - Tuesday, 18th December 2012
Jaipur, Rajasthan

Organizers






Dr A P J Abdul Kalam addresses CII

7 October, 2010, Lucknow

Aspiring high hopes from the youth population of the state, Dr Kalam said "If UP prospers; India will prosper too." Setting a 10 year time frame for Providing Urban Amenities in Rural Areas (PURA) in the state, he urged the industry to join in the task of making UP free from TB, leprosy and polio, taking IT to villages, tripling of per capita income, achieving 100 percent literacy rate – especially among women and reducing infant mortality rate below 10.

Present at the interaction were Shri BL Joshi, Governor, Uttar Pradesh; Shri Atul Kumar Gupta, Chief Secretary, Uttar Pradesh; Mr Jayant Krishna, Chairman, CII Uttar Pradesh.



पंजाबियों का मानवता के कल्याण में अहम योगदान: प्रिंस चार्ल्स



प्रिंस आफ वेल्स ने पंजाब की नदियों को स्वच्छ करने के प्रयत्नों की सराहना की

प्रिंस चार्ल्स ने कहा कि इस ट्रस्ट ने 1992 में स्वच्छता के बाद से अनेक सफलताएं अर्जित की हैं।

प्रिंस चार्ल्स ने कहा कि इंग्लैंड में रह रहे पंजाबियों विशेषकर सिखों ने मानवता के कल्याण के लिए आरंभ किए विश्वव्यापी कार्यक्रम में कामी योगदान डाला है। उन्होंने बादल के पंजाब में निर्यात विकास भाषेदारों कार्यक्रम के प्रस्ताव को सराहना की।

राजपाल शिवराज पाटिल प्रिंस चार्ल्स को स्मृति विन्ध देकर सम्मानित करते हुए। साध है मुख्यमंत्री बादल।

4 October, 2010, Chandigarh

At a session jointly organised by the CII, along with Bharatiya Yuva Shakti Trust (BYST), HRH Prince Charles, Prince of Wales awarded the winners of Unique Business Idea Contest and BYST Green Ambassadors in the presence of Mr Shivraj V Patil, UT Administrator and Governor Punjab and Mr Prakash Singh Badal, Chief Minister of Punjab. Touched enormously by the way Indian entrepreneurs are concerned with ecological footprints, HRH Prince of Wales, congratulated the Indian Industry for working towards sustainable business and emphasised the need to establish environment-friendly partnership business enterprises



Sardar Prakash Singh Badal, Chief Minister of Punjab (extreme left), HRH Prince of Wales, Prince Charles (centre), H.E. Shivraj V Patil, UT Administrator & Governor Punjab (extreme right)

at the grassroots level to encourage the disadvantaged youth to undertake green sustainable initiatives. He especially met the delegation of Northern industry, headed by Mr RM Khanna, Chairman, CII, Northern Region.

The meet also witnessed the inaugural of the Green Business Club and recognition of the Green Business Ambassadors from the Northern, Western and Southern India's BYST offices.

Af-FAIR to REMEMBER

The 15th edition of CII Chandigarh Fair-2010 at the Parade Ground-17 is indeed a mega carnival

Jasmine Singh

It's a balmy Friday afternoon and the queue outside the 15th Edition of CII Chandigarh Fair-2010 at the Parade Ground in Sector-17 has already swelled up. Any kind of exhibition goes down well with the city folks and when it is a mega carnival event right before Diwali, it sure calls for a receel! And here we go, hopping from one

block to another, examining, feeling the products; sometimes trying it out ourselves. This is what a real customer does; this is something we see everyone doing!

The CII Chandigarh Fair has something for everyone, by everyone, we would want to stress, something for all kinds of women - the ones interested only in home décor, ones looking for stuff that could add to their décor, ones interested in fine arts,



ed quilts and socks. "Saarey ghar key badal dalo-socks," the seller at one of the stalls adopts an uncanny way of marketing, and he sure had eyeballs turn!

Home Shopping, if you have seen the piercing choppers only on television, here is your chance to see them live - choppers, cutters and mixers from Home Shopping.

For people who have Diwali gifts in mind, the fair has enough as well. Quotational paintings (starting Rs 100); Metal Kraft (vases, stands, trays), lifestyle products from Bangkok (a tempting display of banana, pineapple and chocolates) and much more. A few nitty gritty's that we see mostly, but are sought after by ladies across all age groups (jewellery, clutches, bags,), balloon décor, perfumes (Rs 100 for 3) also keep people busy.

Everything on one side...it was Pakistani stalls that did the trick. Call it curiosity; the enclave had more consumers drop by than anywhere else.

jasmine@tribunemail.com

29 October - 1 November 2010, Chandigarh

- 15th edition
- Spread across **5,000 sq mt**
- **421 exhibitors**
- Inaugurated by Mr Pardeep Mehra, Advisor to the Administrator, UT, Chandigarh
- Exclusive expositions dedicated to holistic wellness, stylish homes, swanky cars and glitzy gizmos
- An exotic range of products **from Pakistan, Thailand and Afghanistan**
- Over **2.5 lakh people** during the four days



- **Pakistani Pavilion** chock-a-block with elaborate participation from over **84 companies**
- Cultural extravaganza included live shows by Pakistani singers, flute players, magicians, puppet shows and delicacies from the Pakistani kitchen

For the first time ever, there was the 350 sq mt spread exclusively dedicated to a social exposition, to encourage and support those working for the betterment of society. The exposition included items made by inmates of Tihar Jail, handicrafts from differently-abled and mentally challenged, hand-embroidered works of beneficiaries of skill development initiative for women et al. With increasing international participation, especially from ASEAN countries the fair was an opportunity to strengthen not only bilateral trade and business, but emotional ties too.

'Family businesses are backbone of economy'

World over 70% of businesses are family owned, in India it is 95%: Prof

HT Live Correspondent
h.livemedia@hindustannews.com

LUDHIANA: Deliberating on the issues and challenges faced by business families, Sunil Kant Munjal, past president, Confederation of Indian Industry (CII) and chairman, Hero Corporate Services Limited, said, "Only 5-6 % companies last family business beyond third generation, and this is because of communication gap, business values, and lack of exposure. If we need to change the scenario, we need to guide our successors, the family value which gets transmitted somewhere in business and should be the experience of older generation with the exposure of new generation."

Speaking at the session on family business, organised by the CII Punjab State Council, here on Tuesday, Munjal also urged the youngsters attending the session to think like managers of the company rather than loan holders, then only they would learn how to manage and rule.

He said, "In business, head of the family needs not necessarily be the head of the busi-

nessed while allocating roles and responsibilities." He remarked that in his own family, they had gone from being entrepreneurs to entrepreneur professionals, and then engaged the services of professional entrepreneurs. This was the potent combination for growth of the business.

Urging awe and all, Munjal said, "We should look in for family business models, as even professionally-run companies are looking at the model, since they are able to take quick decisions and are much more adaptable to changing business environments."

Prof K Ramachandran from Indian School of Business, Hyderabad, said all over the world, 80-90% of all businesses are family businesses. However, in India this number is 90-95%. The first generation sets up the business, but attitudes and thinking become different by the time the third generation comes into the business. Most family businesses try and avoid conflict within the family, but the need is to work out issues through discussion.

"As most of the businesses are family owned and primar-

ily led to focus on business continuity and succession to ensure a sustainable wealth creation process", said Satya Bansal, chief executive, Barclays Wealth India.

Adrish Ghosh, head, Wealth Advisory India, said, "Aspects that deal with family legacy and continuity are increasingly finding relevance with families in business and the challenges in dealing with them will increase over generations."

Discussing the role of CII at large, RM Khanna, chairman, CII, northern region, said that business families face unique management challenges because of differences in attitude and aspirations of family members. To overcome such issues and challenges and help business families realise their true potential and build stronger businesses through strengthened family alignment, CII along with FBN International formed a CII-FBN India Chapter in January 2008 to carry out the mission of FBN International in India on behalf of family companies who join as members. Since its formation, CII-FBN India Chapter has been representing 30 fam-

ilies. Earlier, in his welcome address, Ashish Datta, chairman, CII Punjab State Council and managing director, Mrs Rector Vaidya Specialities Ltd, said, "Ludhiana is the hub of entrepreneurship in the region and most businesses in Ludhiana are family businesses. The need of the hour is to learn how to grow in business while maintaining family and moral values and coherence."

Among others, Rajinder Gupta, CEO and managing director, Trident Group, Sachit Jain, executive director, Vardhaman Textiles Limited and Satya Narayan Bansal, managing director, Barclays Wealth India, were the part of the panel discussion.

The panel discussion concluded that Indian family businesses form the backbone of the Indian economy and hence there is a need to extend the lifespan of family businesses so that the economy could continue to derive benefit from their contribution.

However, please find structure of families, which feature framework established with respect to family values and family values, has been the key



Mr Sunil Kant Munjal, Past President, CII and Chairman, Hero Corporate Services was the key speaker and Prof K Ramachandran, Faculty, Indian Business School was the chief faculty at the session.

Key points of discussion:

- Complexities in family business
- Stages in the evolution of family businesses
 - o Foundation Entrepreneurship
 - o Early generations and smaller families
 - o Later generations and larger families
- Understanding family governance vs corporate governance

Among the other eminent speakers were, Mr Rajinder Gupta, CEO & Managing Director, Trident Group, Mr Sachit Jain, Executive Director, Vardhaman Textiles Limited and Mr Satya Narayan Bansal, Managing Director, Barclays Wealth India.

23 November, 2010, Ludhiana

Starting small, most major business houses began as family businesses and have been contributing to most of the industrial wealth creation and about 60% of the GDP in India.

Most business families face unique management challenges because of the differences in the attitude and aspirations of family members. As new generations join their family businesses, it is a big challenge to keep both business and family together. It has been seen that

- Just 13 per cent of family businesses survive till the 3rd generation and only 4 per cent go beyond the 3rd generation.
- One-third of business families disintegrate because of generational conflicts.

The CII session that saw participation from every single business family in Ludhiana, focused on various facets of a family business like managing succession, family governance, managing change, leadership, mentoring the next generation, sustaining family traditions and perpetuating family businesses.

watch out for...



9th Agro Tech 2010

3 - 6 December, Chandigarh

Agro Tech 2010: India Premier Biennial Agro Technology & Business Fair. Themed at sustainable agriculture, the event is partnered by Ministry of Agriculture, Government of India.

Key highlights

- 9th Edition, **Theme 2010: Sustainable Agriculture**
- Total exhibition area: 6500 sqm, 225 exhibitors, including 63 foreign exhibitors.
- **7 concurrent expos** – Agri, Agricultural Resource Management, Farm Services, Farm Tech, Food, Food Tech, Livestock

New at AgroTech 2010

- **Agri Resource Management** being introduced **for the first time** in line with the theme of the show 'Sustainable Agriculture'
- **Buyer Seller Meet** – For the first time on processed foods. 14 importers from 6 countries to participate- China, Thailand, Malaysia, Oman, Singapore, UAE
- **Crop Focus**
 - **Apple Fest:** for the first time showcasing apples, stone fruits and exotic vegetables from the hill states of North India. In addition to the display, the Fest also includes a **Conference on Production Technology and Marketing & Post Harvest Management** to bring in scientific practices to the producers
 - A seminar on **Business Opportunities in Basmati Rice exports** will be organised during the international buyer seller meet, to bring in greater focus to the export of Basmati rice
- **International Participation has registered an increase of 30% over**

Agrotech 2008. Companies from 9 countries are participating, 6 country pavilions. South Korea & France are participating in a big way for the first time.

Farmer Focus

- Close to 30,000 Farmers expected from all over India including Tamil Nadu, Andhra Pradesh, J&K.
- 250 women farmers from Una
- Farmers from Afghanistan visiting



किसान गोष्ठी: a new avatar

- Progressive farmers will share their success stories
- Experience exchange with Afghanistan farmers Indo – Israeli Centre of Excellence for vegetables to share yield improving technology
- Livestock & exotic bird rearing tips especially Emu & Quail
- Live demos of soil testing
- Special session on Sustainable Farming for Small Farmers
- Information about green house cultivation, organic farming, etc



जल संग्राम Special campaign on water conservation

- Rajendra Singh, 'Waterman' of Rajasthan
- Live demo of use of tensiometers to save water
- Live demo of pani-pipe technology and drip irrigation



Apple Fest 2010

3 - 6 December, Chandigarh

A comprehensive event on apples, stone fruits and exotic vegetables produced in the hill states of North India - Himachal Pradesh, Jammu & Kashmir and Uttarakhand. Apple Fest 2010 is being organised as a part of Agro tech 2010.

The event aims to make a concerted effort to extend the reach of technological advancements to the smallest grower.

Elements:

- Exhibition on sale and display of apple and other stone fruits, horticultural equipments, processed fruit products
- Conference on production technology and marketing & post harvest management

17th Partnership Summit

17 - 19 January 2011, Jaipur

With a focus on building positive economic perceptions of India, The Partnership Summit 2011 will be a platform for brand vision development and strategic marketing initiatives for India. The Summit will showcase India's potential especially to foreign participants as a viable destination for doing business and for long-term investments in manufacturing and services.

The Summit will see participation of overseas delegations from over 31 countries including USA, UK, Singapore, Malaysia, Canada, France, Australia, South Africa, Italy, Qatar, China, Saudi Arabia etc.



CII Industrial Expo 2010

29 - 31 January 2011: Haridwar

B2B Industrial Exhibition with Vendor Development Programmes & Special Focus on MSME's.

CII in partnership with Government of Uttarakhand is proposing its first ever Industrial Expo in Uttarakhand.

Theme: Robust, Inclusive, Green Growth

FOCUS SECTORS:

- | | |
|--|--|
| <ul style="list-style-type: none"> • Automobiles • Auto Components • Electronics & Electrical • Engineering Goods • Pharmaceuticals | <ul style="list-style-type: none"> • FMCG • Food Processing & Beverages • Power & Infrastructure • Manufacturing |
|--|--|

policy pulse

FOCUS: AGRICULTURE



Farming has to come first to achieve the MDGs

Ajay S Shriram
Past Chairman, CII Northern Region
President, International Fertilizer Industry Association
& Chairman & Sr. Managing Director, DCM Shriram Consolidated Ltd., India

(Speech delivered at the United Nations General Assembly on 15th June, 2010 in New York)

Mr. Chairman, Excellencies, Ladies and Gentlemen,

It is a privilege to be here today on behalf of our Association.

Returning crops and the farmer to the centre of policy decisions is fundamental to achieving the Millennium Development Goals (MDGs) and to sustainable development. As the food crisis of 2008 showed, governments, businesses, scientists and civil society groups, need to focus on the sources of our food and nutrition security. To avoid such events, all these groups must work together to enable the millions of farm families, especially smallholders and women farmers, to increase crop production sustainably through the maintenance of effective markets, more collaborative research, and committed knowledge sharing. The fertilizer industry is committed to building alliances and partnerships that will enable farmers worldwide access to knowledge, technologies and capacities. Our experience as a private partner is that in most countries the main constraint is not availability of technology or knowledge, but how to deliver the same to the farmers' gate. **We call this "last-mile delivery" - of knowledge, services, tools, innovation and markets.** We endorse paragraph 42 of the proposed outcome document, but believe it needs to include reference to infrastructure, functional markets and commitment to CAADP agreements.

I would like to share with you the fertilizer industry's experience in finding innovative and easily replicable ways to increase agricultural productivity sustainably, reach this last-mile, and improve conditions for farmers through new business models

and public-private partnerships.

First, to bridge the gap in last-mile delivery of services, we need to work with farmers throughout the crop lifecycle, with regard to all agricultural inputs, and concentrate on crop needs. This approach has been embraced by an initiative of which my Association is one of the founding members. Called Farming First¹, it proposes a six-point action plan focusing on farmers for promoting sustainable agricultural practices. Farming First aims at unifying the agricultural sector by bringing together representatives from farmers' groups, scientists, input suppliers, agribusinesses, NGOs and think tanks.

Second, the manpower currently deployed by the public and private sectors is inadequate to reach the millions of farmers worldwide. Farmers' main point of contact for inputs and advice remains agri-input dealers. **Including agri-input dealers in the extension system** and equipping them with sufficient knowledge would go a long way towards improving knowledge transfer. In Ghana, the International Fertilizer Development Center (IFDC) has developed a Dealer Training and Certification Program to this end and benefits some 2000 agri-dealers and 150 seed producers².

Third, cellular phone penetration has reached unprecedented levels, even in rural areas. **ICT provides a robust platform for providing numerous services** that can supplement other efforts to deliver knowledge and information to farmers. The Indian

¹ <http://www.farmingfirst.org>

² <http://www.ifdc.org>



Farmers Fertilizer Cooperative Limited (IFFCO) has undertaken a joint-venture with Bharti Airtel, India's largest integrated telecom services provider to design new ICT services for farmers. When farmers sign up for the IFFCO Kisan Sanchar Limited (IKSL) service³, they obtain access to five daily messages in their local language with crop and area specific information, a help line and interactive information services, all free of charge. Messages include information on agricultural market prices and arrivals, availability of fertilizers, electricity timings, early disaster warning systems, best farming practices, prevention of plant and veterinary diseases, and financing and insurance services. This concept could be added to paragraph 50 R of the outcome document.

Fourth, any effective delivery system must take into account the need to **"get local" and engage on an ongoing basis**. This is particularly important in countries where regional differences are acute and there are different languages, diets and agronomic practices. In 2002, my company, DCM Shriram Consolidated Ltd., established the Hariyali Kisaan Bazaar (HKB)⁴, an innovative chain of rural agricultural supermarkets, in India. This chain offers quality inputs, agronomic services, financial products, commodity trading and agricultural information. One element in the success of such a business model is that it is tailored to local needs and customs. Hariyali provides not only agricultural inputs, but also the knowledge that goes with them. Agronomists, who speak local languages, are available in stores to answer farmers' questions. In paragraph 20, we believe a reference to establishing knowledge networks and locally sustainable value chains for farmers would be appropriate.

Fifth, innovative partnerships can lead to tremendous strides being taken in relation to food and nutrition security and public health. The fertilizer and zinc industries are working jointly on last-mile delivery of innovation to alleviate zinc deficiency in soils, crops and humans. Zinc deficiency is one of leading risk factors for disease in the developing world. The Zinc Nutrient Initiative is aimed at increasing the productivity and nutritional content of crops by promoting the use of zinc-enhanced fertilizers, including as a long-term solution to human malnutrition. This is complimentary to a new partnership between the industry and UNICEF, the Zinc Saves Kids initiative⁵.

Sixth, most of the world's farmers cultivate plots of less than two hectares and live below the poverty level. **These farmers need to be organized into groups and partnerships established with the corporate sector in order to achieve economies of scale, improve income levels and respond better to market needs**. A successful partnership should focus on educating farmers about the latest agricultural practices, ensuring quality production, and consequently helping to provide farmers with assured markets and better incomes. In Kenya and ten other countries, the International Federation of Agricultural Producers' (IFAP) works with farmers' organizations to help them articulate their research requirements more effectively and collect, organize and exchange experiences, knowledge and information within an international network of researchers⁶.

Most of the examples I cited showcase partnerships involving a variety of agricultural actors, but also actors from other sectors such as education, research, health and telecommunications. Some projects can be carried out by the private sector alone, **but**



³ <http://www.farmingfirst.org/2009/04/using-mobile-telephony-to-provide-agricultural-services-and-advice-to-smallholders-in-rural-india/>

⁴ http://www.dscl.com/Business_Agree_HarkisBzr.aspx?PID=27

⁵ <http://www.zincsavekids.org/>

⁶ <http://www.farmingfirst.org/2010/05/supporting-farmers%E2%80%99-organisations-to-empower-smallholder-farmers/>

we need to work hand-in-hand with governments if we want to make a dramatic difference in the lives of millions of people, as in paragraph 37.

Our coalition – Farming First – calls on you to avoid another food crisis and to achieve the MDGs. To do so, we believe that governments need to

- raise productivity levels exponentially;
- devise long-term agricultural development strategies that support the development of local agricultural markets and focus on farmers' needs;
- target women farmers, in view of their vital roles in the agricultural workforce, household food procurement and preparation, and family unit support;
- support policies that encourage investment in the agriculture sector in developing countries.

I would also like to point out **two specific recommendations** to your attention:

1. Governments need to **invest in agricultural education programs to train agronomists, extension workers and agro-input dealers.**

Voluntary certification programs should be developed on a large-scale, as is being done in the United States by the Certified Crop Adviser Program (CCA) of the American Society of Agronomy⁷. This is the single largest certification program in agriculture, with over 13,000 certified advisers throughout the US and Canada. This program has been extended to India and Argentina. To ensure the last-mile delivery of knowledge, similar certified schemes are needed in most developing countries in order to train and certify crop specialists who can provide extension services to farmers in a much more focused manner, starting with the selection of the right seed varieties and continuing through nutrition, pest and post-harvest management.

2. Governments need to **invest in the development of input-output infrastructure.** One of IFA's member companies, Yara International, recently launched the Beira Agricultural Growth Corridor Project together with the Government of Mozambique and other stakeholders. Through a cluster approach, the project aims to provide easy access to electricity, irrigation and a transport network for market access in order to develop the potential of 10 million hectares of arable land. Massive investment in irrigation, port facilities, railroads and feeder roads needs to be made in a concerted manner to serve agricultural and food markets not just a national but also a regional one.

I believe that the examples I have cited **can be scaled up in many countries** facing similar constraints. Even though structural transformations are important in the longer term, more immediate improvements in the welfare of poor households can be realized through agriculture, thus directly contributing to the achievement of MDG 1 by 2015.

In a world where population and consumption are growing, working towards food security for all, including the availability, accessibility and affordability of sufficient food with the required nutrient value, is a responsibility shared by farmers, businesses, governments and other representatives of society.

Central to the solution are the millions of farmers around the world who produce the food we all eat. Many of these farmers are trapped in a cycle of poverty. By improving their incomes through **last-mile delivery of better tools, knowledge, partnerships and market access, we can not only create a sustainable solution to poverty, but also help address the key challenges of food & nutrition security.**

Mr. Chairman, Excellencies, Ladies and Gentlemen, thank you for the opportunity to present views from the private sector and, in particular, from the fertilizer industry.

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⁷ <https://www.certifiedcropadviser.org/about/>



Agriculture in India Development: A Reality Check

Salil Singhal

Chairman, Agro Tech 2010

& Chairman & Managing Director, PI Industries Ltd.

About two-third of India's population lives in rural areas: Yet the rural sector generates only 18% of India's GDP posing a huge challenge of inclusive growth as India takes rapid economic strides.

Also for the past two-three years, the agricultural growth has been stagnating at around 2% but this is now expected to climb to 4% this year on account of the excellent monsoons and buoyancy in crop prices.

However, it is essential for India to build a productive, competitive and diversified agricultural sector which facilitates non farm entrepreneurship. This needs higher agriculture productivity and promoting competition in agricultural market to enable the farmers to receive better prices as also ensure India's food security concerns.

A healthy productivity in agriculture in itself can create huge job opportunities and sustainable income in the concomitant post harvest activities, empower women and change the quality of life of our rural folks.

Given the right policy initiatives, political and administrative will, India can also be the food basket for the world, given its massive size of 167 million hectares of arable land, 6 eco systems, 7 agri climatic zones, 15 soil types and sub types, and 20 major river systems.

While Indian agriculture faces multi faceted challenges, some critical ones are as under:

- Small land holding size: Every generational change sees the agriculture land being divided amongst siblings. Hence 62% land holdings are below one hectare, 18% between 1 to 2 hectares. This does limit earning capacity.
- Poor crop yields and productivity: Indian productivity is virtually half of that of China. India is the 2nd highest producer of rice, wheat and horticultural crops, but the yields per hectare are indeed very low.
- Transfer of agriculture technology to the farmers, and the farmers' ability to afford and apply the technologies to boost yields, both qualitatively and quantitatively.

- The management of water resources: India is still highly dependent on monsoons, and Indian agriculture has suffered both due to severe droughts and floods.
- Poor market linkages for the farmers for their produce. Given the present marketing regulations and poor infrastructure, we see high price fluctuations and post harvest losses subjecting farmers to high risks.
- Inadequate infrastructure both physical in terms of roads, power & communication, and social in terms of literacy & education, health and sanitation.

Several policy initiatives are being taken to address these challenges, and which in turn are creating opportunities for businesses on the one hand, and for rural development on the other.

The present trend of higher prices of commodities driven by the rising appetite for higher quality foods by the fast growing middle class is creating opportunities for our poor farmers.

Some of the noticeable trends in this are:

- There is a significant rise in the consumption of agricultural inputs, such as fertilizers, seeds, pesticides and farm implements indicative of the farmers' desire to produce more and fetch higher prices for their output.
- Higher growth in input sales also impels corporates to intensify their extension work by increasing spend on field work for transfer of production technologies: and this is a welcome trend.
- The availability of mobile telephony in the rural areas and the creation of Help Lines has begun to help the farmers to seek advice and guidance for farming.
- India is the largest user of groundwater. 230 Cu. Kms. per year i.e. 25% of the global total. Some initiatives have been taken to manage the water resources efficiently though we have a very long way to go. For example, the State of Gujarat over the last 10 years has hugely invested through community-based programmes in creating check dams, percolation ponds, farm ponds and such other groundwater

recharge structures. While groundwater levels are dropping in large parts of the country, Gujarat is the only State where groundwater balance has turned positive during recent years. Another example is the five districts of Karnataka groundwater where availability has improved by nearly 1,000 litres per hour where 6,600 new self help groups have been established to sustain participatory watershed management across 7,000 communities in 740 micro watersheds. Similar pilot projects have been carried out in Maharashtra, Rajasthan, Kerala and Andhra Pradesh.

- For historic reasons Indian farmers by law are enjoined to sell their produce to the village Mandi only which monopolized the procurement in the hands of these Mandis. Given the changing demand supply scenario the Govt. of India circulated a Model Law which would allow the farmer to sell his produce to whomsoever he wants.

This law can only be altered by the state governments. While some of the States have taken suitable action, the others have not. The universal acceptance of the model regulation will go a long way to help the private sector to create linkages with the Indian farmers to not only buy their produce directly, but also for manufacturing value added agri products on a sustainable basis.

Right now the country is under an intense debate to allow foreign investments in multi brand retail. This is absolutely necessary. Only organised retail with deep pockets can afford to invest in technology transfer and supply chain management and derisk the farmers from the vagaries of the market.

It is hoped that the Govt. of India will soon permit this.

- The Corporate Sector is now increasingly engaging with rural India. Many large companies have launched pan India projects such as ITC's e.chaupal, Tata Kisan Sansar, Hariyali Kisan Bazar, Godrej Adhar, Manogrowmore, Mahendra Subh Labh etc. Then there are many companies working with the farmers to establish backward linkages for horticultural & agri crop procurement, and support the farmers by way of imparting farm technology.
- There has been increased activity in the area of creation of rural infrastructure. The Prime Minister's Rural Road Development Programme is helping to provide the road connectivity.
- The regulatory framework has helped in the creation of rural mobile telephony, resulting in significant growth in mobile telecom connectivity. The benefits of rural communication is now slowly unfolding for the benefit of our farmers.
- Regrettably however the investments in the power sector are lagging behind due to a variety of reasons and needs to be speeded up.

In terms of social infrastructure, India has recently amended our

Constitution making the right to education as a fundamental right of every citizen. Surely, though perhaps slowly, this would ensure the spread of literacy and education throughout India. Some state governments are also working on various PPP schemes to ensure that rural children go through schools.

In the past 5-7 years the governments of the Centre and of the States are now concentrating on rejuvenating Indian agriculture which is bound to translate into agricultural growth. Huge funding is being provided under various schemes such as the National Horticulture Mission, National Food Security Mission, the Rashtriya Krishi Vikas Yojna (i.e. the National Agriculture Development Programme), The National Agriculture Innovation Programme, which is supported by the World Bank, and several regional schemes launched by the state governments.

However, governance and policy decisions and their implementation is severely hampering progress. While we are allocating thousands of crores of Rupees to the agriculture sector, the outcomes are way behind targets.

As an example, 80% of public investment for agriculture is in irrigation. This should have resulted in sizeable increase in irrigated area, but the net irrigated area did not increase at all! The new projects are being offset by decline in the existing irrigated area; the old canals are running dry, and huge money is tied up in new projects whose completion is way behind schedule. Why should this be so, and who should be held accountable?

We must clearly recognise the ground reality that rapid progress in agricultural growth cannot come merely by announcing policies and schemes, but they needed to be implemented on a mission mode basis and within a time bound schedule.

The critical success factor is therefore, entirely dependent on the political will and the administrative aptitude based on the principles of sound governance to carry out and implement major policy reforms in the 'speediest' possible way. Only then India's agricultural sector shall be made its rightful contribution to our economic growth, and translate into inclusive growth.

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Supply Chain Management in Horticulture Produce

Mr Gokul Patnaik
 Chairman, Conferences – Agro Tech 2010
 & Chairman, Global AgriSystems Pvt Ltd

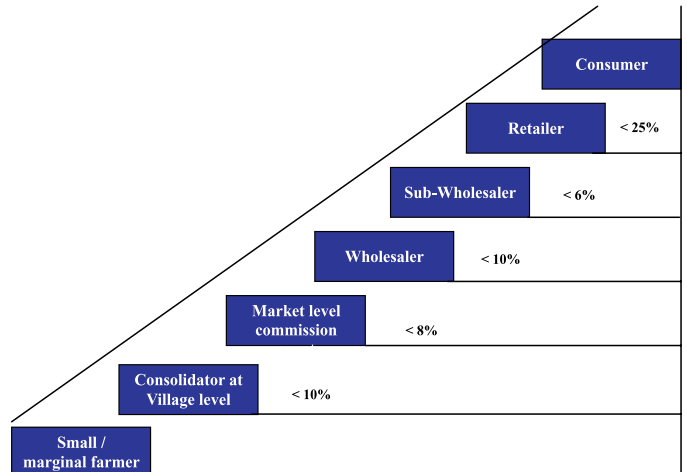
'A sustainable supply chain addresses the lifecycle of each aspect of food production and consumption, to deliver social, environmental and economic benefits in line with the contemporary challenges facing the sector'. Supply Chain Management (SCM) over the past few decades has proven there to be opportunity to reduce cost and add value in the supply chain.

The recent emergence of supply chain management provides the opportunity to review processes, materials, and operational concepts from a different perspective.



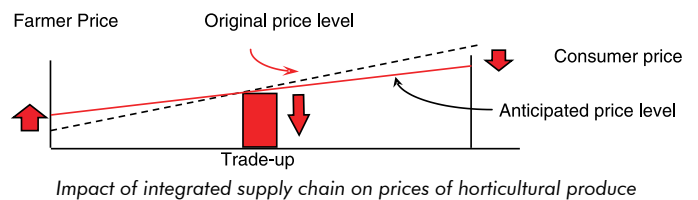
Integrated supply chain of fruits and vegetables helps to make horticulture market driven rather than an area driven activity. It helps to shrink the long supply chain through which the produce passes through at present to a shorter chain by reducing the number of intermediaries and avoids multiple handling. An extensive market survey carried out by Global AgriSystem in 5 metros had found that fresh horticultural products usually pass through 5 to 6 hands from the time of harvest till it reaches the consumer's table. With each change of hand, there is not only an increase in price but also deterioration in quality and loss of nutrition value.

As a result, the total mark up in the chain between the farm gate and the consumer's price is as high as 60 to 75 %.The wastage is about 15 to 25%, but can go up to 40% in highly perishable products or in areas which are difficult to access.



Source : Survey of 5 metros by Global AgriSystem, New Delhi

Farmers get only about 25% to 30% of the consumer price because of the margins to the several intermediaries, wastages and cost of logistics. With an efficient integrated supply chains these costs can be reduced significantly and both farmers as well as consumers stand to gain.



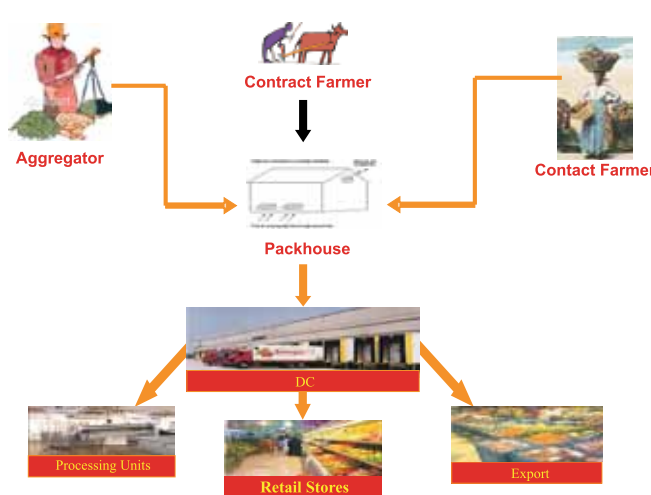
Why should the entry of big companies in F&V mean good news for the farmer, 75 per cent of whom are small and marginal cultivators with less than a hectare of land? The simple reason is that almost all of these companies are planning huge backend operations to create captive agricultural bases, either for their retail outlets or for supply. Primarily, there are three models being worked on by India Inc. The first can be called "Corporate Farming" – where large tracts of land are owned or taken on lease by a large player

who undertakes farming operations either directly or indirectly through service providers. In this model, capital expenses like land development, irrigation etc are undertaken by the large player. The second model is "Contract Farming". In this model, the farmer is supplied seeds and other ingredients by the company. In addition, there is transfer of technology to help the farmer enhance his productivity. The contractor buys the entire farm produce at a pre-fixed price. This model provides protection to the farmer against market risks. The third model, practiced occasionally, is loosely called "Contact Farming" It is a little more complicated. Here, the sponsor often takes land on lease from other farmers. He is generally paid ₹ 10 to 20,000 per acre every year as lease rent. The marginal farmer is sometimes offered employment on the farm to work on his land for which he is paid wages.

Out of the 3 models outlined above, the contract farming model is perhaps the most robust and sustainable. Several variation of the contract farming model has been tried out in India and other countries with varying degrees of success. Pepsi Foods first introduced on a large scale in tomato cultivation in the Punjab in the late 80's. New varieties of processing tomatoes were introduced and the company supplied seedlings grown in its own nurseries to the farmers. The company undertook to buy back the entire produce from the farmers at a pre-fixed rate, thus insulating the farmers completely from price fluctuations in the market. However, the farmer was still responsible for the production risks. Other companies have followed suit and now contract farming is being practiced in a number of horticultural crops. It helps the processor or sponsor of the contract to get an assured supply of raw material at a predictable price and helps the farmer to get an assured market. It thus helps to stabilise both the production as well as the market.

Integrated supply chain, coupled with contract farming is set to revolutionise Indian horticulture. For starters, it means that farmers can sell directly to these retailers or aggregators and break free of the regulated mandis. The aggregator could use a mix of warehouses, cold storage facilities and refrigerated trucks depending on the kind of product that is to be put on the shelf. In the process of setting up the retail networks, these organised players are changing the domestic agricultural landscape. Increasingly, they are introducing the Indian farmer to better seeds, new technology, supply chain management and food processing. These companies have already brought in technology that increases the shelf life of fruits and vegetables.

The above supply chain model has been adopted by many of the fresh food companies like Global AgriSystem, which has partnered with farmers and is helping farmers fetching the true value of their produce. The company is providing the best agri inputs in



Integrated Supply chain model of Global AgriSystem; New Delhi

the markets, technical know-how, agri equipment, post harvest management, reefer transportation to the farmers.

One of the biggest issue for the farmers is that they are unaware of the quality standards to be maintained. The organised players, with their immense experience in exports, are familiar with the demand of particular grades and standards in international markets. Leveraging this expertise, the contracted farmers are well aware of the required quality standards. The new supply chain model adopted by Global Agri System is not only helping farmers to fetch the true value of their produce but also providing the best quality product to the customers at fair prices. They have this very clear strategy of minimising value and weight wastage of the produce by providing best post harvest facilities like controlled atmospheric storage or reefer transportation and maximising the quality. This in return gives the export quality produce and fetching a substantially higher realisation than expected in the local market.

In this way this integrated supply chain model is reducing the value and wastage of produce by avoiding multiple handling of the product and results in the inclusive benefit to the farmer, retailer and the consumer.

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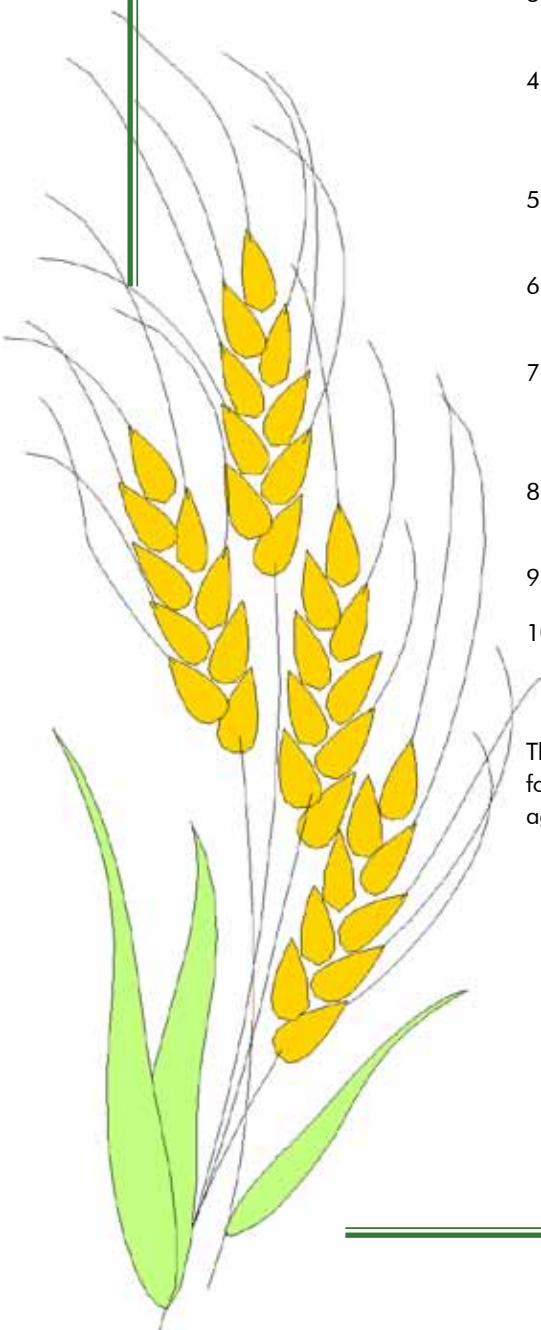


Wealth Creation in Farm Sector

CII's 10 point agenda for policy intervention

1. Policy for raising productivity by strengthening the input side i.e. seed, fertilizer, pesticides, water management, extension as well as farm mechanization.
2. Policy for linking agriculture to markets and creating an enabling regulatory environment by uniform implementation of the APMC Act, creation of a single market for agriculture produce and commodities, upgrading existing infrastructure, Abolition of Essential commodities act etc.
3. Policy for supply chain management by promoting private sector involvement, like investments in cold chain, warehouses etc., encouraging FDI in retail.
4. Policy for private sector investment in agriculture and Agri focused infrastructure. For this the Government needs to play the role of a facilitator and the private sector will lead responding to the demand patterns.
5. Policy for fiscal incentives to Private sector by proper agricultural knowledge transfer and creating a land market.
6. Policy for land consolidation for agriculture for which CII has proposed a Model Land Leasing Act.
7. Policy related to food security for long-term competitiveness. An urgent need is to revamp the MSP policy and make it more market oriented. The objective of food security should be re-engineered by a different food pricing regime than by the MSP.
8. Policy related to Goods Service Tax (GST) – 0% for primary agri products and upto 4% for processed food.
9. Policy for increasing Agri Exports.
10. Policy related to Dairy will include prioritizing the strategies for long-term competitiveness. This can be done by infrastructure development removing the trade barriers and involving private sector investments.

These measures would enormously benefit the farmers in the country & set the grounds for achieving another green revolution through enhancing private sector engagement in agri value chain.





President Obama with Chandrajit Banerjee, Director General, CII; Thomas Vilsack, Secretary, US Department of Agriculture; Hari S Bhartia, President CII; and Timothy Roemer, US Ambassador to India at the Food and Agriculture Centre of Excellence stall

During the visit of US President Barak Obama in November 2010, CII launched the Indo-US Food and Agriculture Center of Excellence (FACE) at the Agriculture Roundtable and Expo in partnership with the US Agency for International Development (USAID) and the US Department of Agriculture (USDA).

The Food and Agriculture Center of Excellence will apply the unique capabilities of both the United States and India to support a sustainable Evergreen Revolution and respond to global food insecurity to

Launch of 'Food and Agriculture Center of Excellence'

7 November, 2010, Mumbai

benefit India and other interested countries. The center will endeavour to increase on and off farm income for households; increase volume and value of targeted agricultural value chains; increase yields and nutritional value of target crops; and decrease post-harvest losses for target crops. Through technical support of the USAID, CII will work with farmers, companies, institutions and the governments in order to:

- Facilitate linkages in agricultural value chain especially perishables
- Establish an information hub to disseminate agricultural global best practices
- Connect research to production, targeting public and private sector research institutes
- Train and build the capacity of supply chain participants, including increased nutritional and food security expertise
- Transfer best practices and technologies developed in India to developing countries

By building opportunities and mechanisms for other developing countries to learn from India's experience and innovation, the participating organisation's investment in FACE will contribute to agriculture and food security gains while making significant progress towards the achievement of Millennium Development Goals (MDGs).



CII Northern Region Business Outlook Survey

HIGHLIGHTS

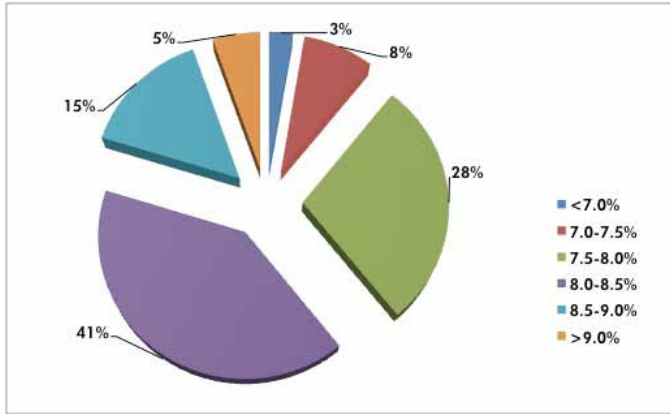
- Strong positive sentiment for growth. 61% of the respondents expect GDP growth of 8% or more as against only 39% in the previous April-September 2010-11 Survey. 5% expect the GDP growth rate of 9% or more as only 1% in the previous survey.
- Expectations of high inflation. 90% of the respondents expect inflation to be 5% or more in line with expectations in the previous survey.
- Outlook for the current three months much stronger than the actual performance in the last three months.
- Business prospects on key elements –capital investment, capacity utilization, sales, new orders & production are all expected to improve further in the current three months
- Positive sentiment on the export front. Optimism on value, production and new orders.

- Credit availability remains an area of concern with 72% of the respondents expecting no increase in credit availability. 48% of the respondents expect the cost of credit to increase.
- Top three concern areas are Rising Interest Rates; Cost & Availability of Labour and Inflationary Conditions.
- The survey is based on 76 responses received from industry across the Northern Region states and captures the outlook of the industry across the Northern Region.

1. OUTLOOK ON THE ECONOMY

61% of the respondents expect GDP growth of 8% or more as against only 39% in the previous April-September 2010-11 Survey. 5% of the respondents expect the GDP growth rate of more than 9% as against only 1% in the previous survey, reflecting a very strong positive sentiment for the economy.

Expectation on GDP Growth (2010-11) (% of Respondents)

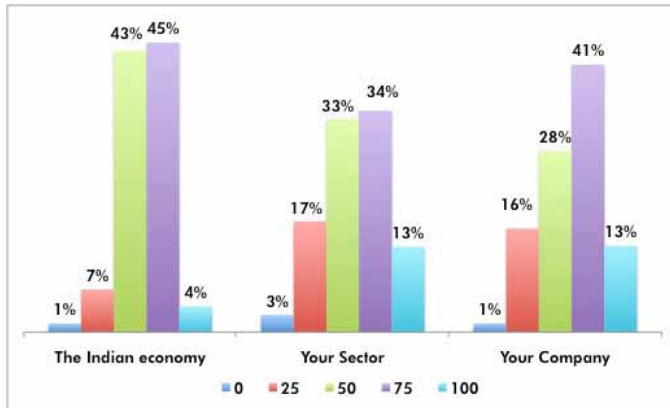


In line with the bullish growth sentiments, the outlook for the current three months is stronger than the actual performance in the last three months. More than 50% of the respondents reported the current conditions as much better than the last three months for the Indian Economy, their respective sectors and also their own companies.

The expectation for the next six months is even better with even a greater percentage of the respondents rating the next six months as 75 & 100, as compared to the current conditions.

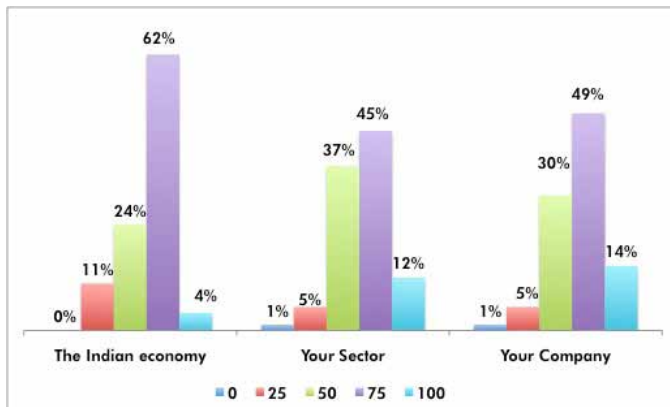
2. OUTLOOK ON BUSINESS PROSPECTS

Current conditions vs the April-June 2010 (% of Respondents)



Note: Respondents were asked to rate scores ranging from 0, 25, 50, 75 & 100 (0 for significantly worse and 100 for significantly better)

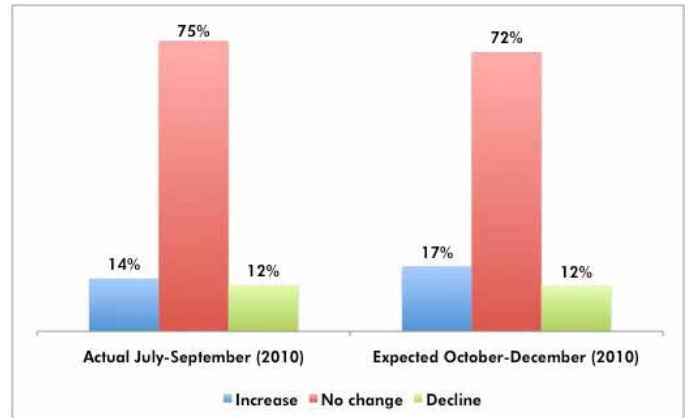
Business Expectation: October-December 2010 (% Respondents)



Note: Respondents were asked to rate scores ranging from 0, 25, 50, 75 & 100 (0 for significantly worse and 100 for significantly better)

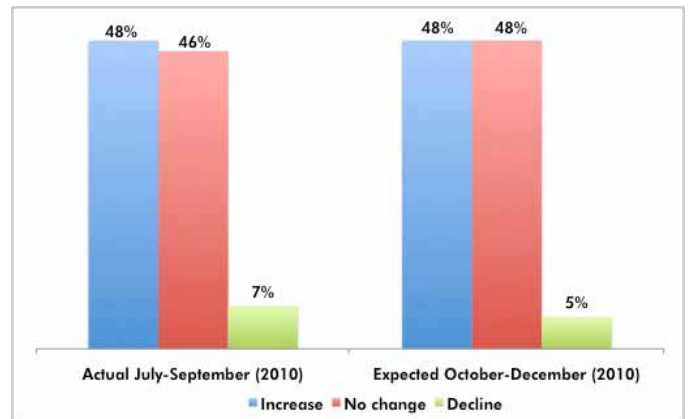
3. AVAILABILITY AND COST OF CREDIT

Availability of Credit (% of Respondents)



The survey reveals credit availability as a concern area. 86% of the respondents did not witness any increase in credit availability in the last three months. 72% of the respondents expect no change in the credit availability as against 75% reporting no change in the last three months. Percentage of respondents expecting no increase for the current three months marginally decreased to 84%.

Cost of Credit (% Respondents)

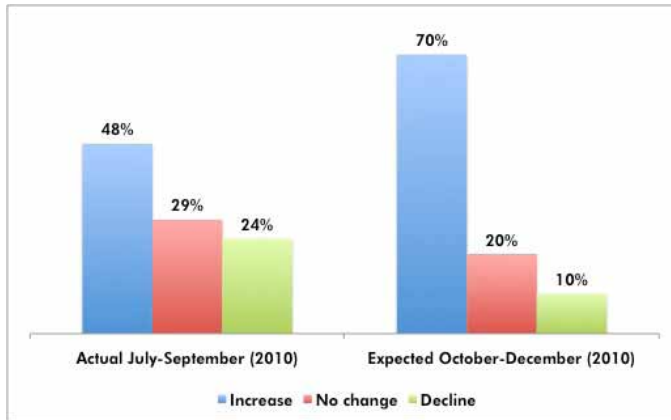


48% of the respondents expect the cost of credit to increase during the current three months. This is in line with the policy of monetary tightening as likely to be pursued by the RBI to control rising inflation.

4. EXPORTS

Volume of exports

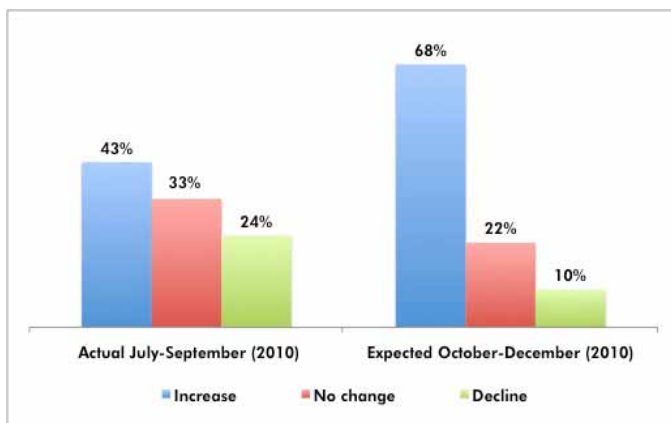
Volume of Exports (% Respondents)



The global meltdown has impacted the Indian exports significantly. However, there is optimism for the future. 70% of the respondents expect an increase in volume of exports and 20% expecting status quo. As against this only 48% of the respondents reported an increase in the last three months.

Value of exports

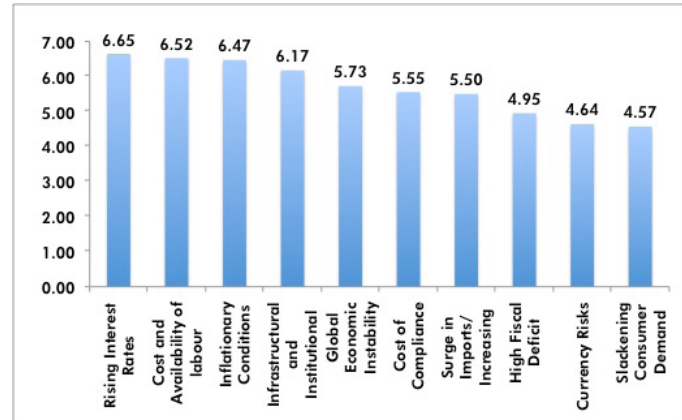
Value of Exports (% Respondents)



There is similar optimism in terms of value of exports, with 68% of the respondents expecting an increase. This is higher than the expectation level (57% of the respondents) recorded during the previous survey for the period April-September 2010.

5. KEY CONCERNS

Business Outlook: Major concerns

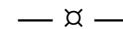


The scores are average scores on ten predefined concern areas. Rising interest rates has moved to the top spot as against being in the third place in the previous survey, indicating expectations of further monetary tightening by the RBI. Cost & Availability of Labour is the second most important concern in this survey. The may be due to shortage of skilled workforce and implementation of NREGA. NREGA has successfully created employment in the rural areas of the country. This has lead to some of the industry witnessing a decline in availability of labour. Inflationary Conditions moved to third spot from fifth place during the previous survey, indicating likelihood of further stiffening of the commodity and assets prices.

Infrastructure and Institutional shortages is in the fourth spot, indicating the need for addressing infrastructure issues after having addressed issues related to demand stimulation.

Global Economic Instability is the fifth most important concern for Indian corporate.

(This is an abridged version of the survey. Requests for the complete document could be sent at erpd@cii.in)





CHANDIGARH

A life of dignity for senior citizens

15 October 2010, Chandigarh

Financial planning for life after retirement is the key to ageing gracefully. This was the essence of the roundtable on Senior Citizens' Living. Eminent senior citizens of Chandigarh were part of the discussion and felt that problems faced by the elderly are multidimensional and an integrated approach was the need of the hour to ensure a better and dignified life for the elderly, especially those from the lower strata. Participants including Mr RM Khanna, Chairman, CII Northern Region and Mr Harpal Singh,



Immediate Past Chairman, CII Northern Region, expressed that institutional support from the government and corporate sector is imperative to ensure a better life for our senior citizens.



DELHI

Submission of Skills Gap Study for Delhi

18 November 2010, New Delhi

CII had conducted a skill gap analysis for Delhi to understand the skills required for employment opportunities. The final skills gap study in Delhi was presented to Mr Rakesh Mehta, Chief Secretary, Government of NCT of Delhi by Mr Zubin Irani, Chairman, CII Delhi. The study found

that seamless institutional linkages, skills upgradation of personnel and an increase in organisational and entrepreneurial abilities determine the sustainability of the state's economy.

Mr Rakesh Mehta appreciated the concept of setting up of a Skills Registration and Information Centre and mentioned that the employment exchanges which are non-functional can be revived through this concept and that the CII would work

with the Delhi Government to develop the concept. He appreciated CII for the skills study and assured CII that all the departments concerned would be asked to make extensive use of the study for addressing the skill gap that exists in Delhi. Mr Rakesh added that the projections and findings will help the Government take steps that will address the issue of employment, as well as ensure skilled manpower for the industry.

Key Recommendations

- The high growth sectors in Delhi were identified as – IT & ITES, tourism, real estate, infrastructure, telecommunications
- Optimisation/addition of courses in ITI
- Modular Employable Scheme by adding some courses in sectors like repair and servicing, IT & ITES, infrastructure
- Training the trainer through a two-way approach with support from both industry and skills institutes
- Setting up of Skills Registration and Information Centre (SRIC) to facilitate linkages between skilled human resource and major stakeholders like industry, government and other institutes



Meeting with Rakesh Mehta, Chief Secretary, Government of NCT of Delhi

HARYANA

Skill gap in Haryana discussed, 17 September 2010, Chandigarh

The prevalent skill gap in Haryana was discussed and a comprehensive proposal for skill gap analysis was given to Mr P K Gupta, Financial Commissioner and Principal Secretary–

Technical Education & Industrial Training Department, Government of Haryana. Mr Gupta assured full government support and also gave information of the ITIs adopted under the Public Private Partnership by CII members.



HIMACHAL PRADESH

Issue of power shortage addressed

28 September 2010, Baddi

A session was held to address the issue of power shortage to the industry in Baddi, Barotiwala and Nalagarh industrial belt of Himachal Pradesh. Tata Power Trading Company and Himachal Pradesh State Electricity Board made presentations on how to address the issue, while the industries were asked to give details of their power requirements. The session helped industries to create a road map for uninterrupted power supply which would enhance productivity and subsequently make them more competitive.





JAMMU & KASHMIR

CII delegation discusses formation of special task force for Jammu

19 November 2010, Jammu

A CII delegation led by Mr Vicky Mahajan, Chairman CII J&K called upon Dr Pawan Kotwal, Divisional Commissioner, Jammu, to discuss about the special task force for Jammu that was recently formed by the Central government. The task force, chaired by Dr Abhijit Sen, Member, Planning Commission, has been formed to identify the special development needs of the region, suggest measures and examine allocations to the regions in terms of infrastructure needs. Based on the inputs received from various stakeholders, suitable recommendations to overcome the deficiencies will be put together. Dr Kotwal invited inputs and recommendations from the industry regarding the development of infrastructure for industrial estates and also for the region.



Meeting with Dr Pawan Kotwal, Divisional Commissioner, Jammu, Government of Jammu & Kashmir

Mr Mahajan said that a draft skills study for Jammu is already underway, on which CII would make a presentation to the task force as well as organise sessions on issues like municipal solid waste management, energy efficiency, agriculture and tourism.



PUNJAB

CII delegation expresses concerns over decisions of Powercom, 15 October 2010, Chandigarh

In view of the Punjab State Power Corporation Limited issuing a circular to some consumers asking to immediately deposit advance security on their consumption of electricity, a high-level delegation led by Mr Amit Jain, Convenor, CII Punjab Power panel met Mr S C Agrawal, Chief Secretary, Government of Punjab. CII's recommendation to make the list of Powercom approved vendors and manufacturers of CT/PT's available on the official website of Powercom was accepted and endorsed by authorities in this meeting. Also present at the meeting were senior state government officials including Mr SS Channy, Principal Secretary, Industries & Commerce and Mr Arun Goel, Principal Secretary, Irrigation and Power along with officials from Powercom.

Stress on skill development initiatives

15 October 2010, Chandigarh

There exists a mismatch between the skill sets acquired by students and skill sets which are desired by the industry. So, there is a need to update the curriculum of ITIs to cater to the requirements of the industry. The issue was discussed during the meeting with Mr Suresh Kumar, Secretary, Punjab State Board of Technical Education. To address the gaps, five seminars on skill development training will be organised in Lalroo (Patiala), Jalandhar, Ludhiana, Amritsar and Bhatinda. The main focus of these would be to bring the industry, institute and government on the same platform and discuss in detail the measures that can be taken to develop the skill sets of students.



UTTAR PRADESH

Biomedical waste management: Issues, opportunities & challenges, 6 October 2010, Lucknow

The conference, 'Biomedical Waste Management: Issues, Opportunities and Challenges', called for streamlining the process of collection and disposal of biomedical waste in the state keeping in view safety issues. Prof Saroj Chooramani Gopal, Vice-Chancellor, Chhatrapati Shahuji Maharaj Medical University, was the Chief Guest.

The sporty set, 9-31 October 2010, Lucknow

In order to celebrate the spirit of competitiveness of the Indian industry and its resilience in sustaining the growth momentum, the first edition of the CII Corporate Cricket Cup 2010 was organised with 11 teams comprising industry members. The matches were played over the weekends in various stadiums in Lucknow. Lawyer's XI won the tournament.

Bank on it, 8 November 2010, Lucknow

Interesting facts came to light at the seminar, 'India's Fast Track GDP Growth: Challenges and Opportunities in the Indian Banking Sector'. Highlighting the scenario in the Indian banking industry Mr S Sridhar, Chairman & Managing Director, Central Bank of India said that the major challenge today is to foresee the financial environment changes across the globe and plan in time. The major effort, in such a situation, added Mr Sridhar, would be to ensure uninterrupted banking facilities to all.

Meeting domestic & global requirements – Indian sugar industry, 11 October 2010, Kanpur

A CII workshop in association with National Sugar Institute (NSI), Kanpur on 'Technological Options in Sugar Industry' stressed upon the need for utilising process options available to the industry to enable adopting flexible approach and to take full advantage of the opportunities of the present times to meet domestic and international demands. Mr AK Ghosh, Commissioner, Kanpur, Government of UP, was the Chief Guest.



Top: Winners of the CII Corporate Cricket Cup, the Lawyer's XI with the winners trophy, UP

Above: S Sridhar, Chairman & Managing Director, Central Bank of India addressing the audience at the session on 'India's Fast Track GDP Growth: Challenges and Opportunities in the Indian Banking Sector'

UTTARAKHAND

CII signs MoU with University of Petroleum and Energy Studies, 16 September 2010, Dehradun

CII and University of Petroleum and Energy Studies (UPES) signed a Memorandum of Understanding for building Industry Institute Linkages in Uttarakhand. The areas of cooperation include research and services to industry in fields such as energy efficiency, logistics, and supply chain.

5th State Science & Technology Congress

10 November 2010, Dehradun

CII participated in the 5th State Science & Technology Congress – 2010 organised by CII Uttarakhand and the Doon University. The objective of the science congress was to provide a vibrant platform for young and senior scientists to interact and exchange ideas in an atmosphere conducive to intellectual activity. On the occasion,



MOU being signed between Mr Rajiv Berry, Chairman CII Uttarakhand on behalf of CII and Dr Parag Diwan, Vice Chancellor UPES on behalf of UPES

a brainstorming session on 'Renewable Resources of Energy: Road Map for Uttarakhand' was held and Dr S Farooq, Vice-Chairman CII Uttarakhand, was the panelist at the session.



Meeting with Mr Atul P Renavikar Tata Motors Plant Head, Pantnagar

Looking ahead..., 11 Nov 2010, Dehradun

Mr Atul P Renavikar, Plant Head, Tata Motors Ltd, Pantnagar visited CII Uttarakhand to meet and interact with Mr Rajiv Berry, Chairman, CII Uttarakhand and Dr S Farooq, Vice-Chairman, CII Uttarakhand along with other CII office bearers. Issues discussed here included a proposed Industrial Expo 2011 in Haridwar, CII office in Kumaon region, CII's Training Programmes in Kumaon region and OEM Cluster Development.

Meeting with Mr Om Prakash, Principal Secretary, Agriculture, 29 September 2010, Dehradun.



competitiveness

23rd Quality Circle Competition, Preliminary rounds

With quality being the new watchword and new mantra for success, the industry is absolutely enthused by the CII Quality Circle Competition. The preliminary rounds of the 23rd Quality Circle Competition concluded in the Northern States. The top three teams from each of the preliminary contests will compete at the regional final which is scheduled for February 2011.



Date & place	No. of teams	Winner	First runner up	Second Runner up
6 October 2010, Haridwar	12	Bharat Electronics Limited, Ghaziabad	Napino Auto & Electronics Ltd, Haridwar	CavinKare Pvt Ltd, Haridwar
11 October 2010, Ludhiana	21	Vardhman Spinning & General Mills, Ludhiana	Tata Motors Ltd, Lucknow	Cadbury India Limited, Baddi
21 October 2010, Noida	20	Minda Corporation Ltd, Noida	JCB India Ltd, Faridabad	Lakshya, Bajaj Hindustan Ltd, Pilibhit.
22 October 2010, Chandigarh	19	Secure Meters Ltd, Solan	Vardhman Textiles Ltd., Baddi	Federal - Mogul Goetze (India) Ltd, Patiala

infrastructure

Leveraging Project Management for Creating World-Class Infrastructure

4 October 2010, Noida

Addressing the issues of corporate objectives, services and systems that need total integration to arrive at a systematic project, the session Leveraging Project Management for Creating World-Class

Infrastructure, focused on ways to examine the impact of using project management techniques for the success of a project.

Mr Adesh Jain, Deputy Chair, International Project Management Association, stressed upon the need to undergo project management courses and certifications. Mr B N Yadava, Vice-President, Project Management, DLF Projects shared the case study of DLF on managing projects.

Training programme on high-performance polymers for modern construction for masons: 55 trained,

28 October, 2010, Lucknow

Training session on high performance polymers for modern construction for 80 architects & engineers,

29 October 2010, Lucknow

Two-day training programme on emerging trends in concrete roads for professionals from state government officials and road contractors, 9-10 November 2010, Kanpur

exploring horizons



Doing Business in United Arab Emirates, Hamriyah Free Zone

21 September 2010, Gurgaon

The session highlighted the wide range of international business opportunities available with the SME sector at the Hamriyah Free Zone. The sector can provide competitive incentives and unique opportunities to establish a business in a tax-free environment, full company ownership, exemptions from all commercial levies and repatriation of capital and profits. Mr Ahmed Sultan Qassimi, Senior Commercial officer, Hamriyah Free Zone gave a presentation on the vision and support of Hamriyah Free Zone for the vital business sector.

Shaping ties between India & Canada

8 October 2010, Amritsar

Exploring new avenues for shaping ties between Punjab and what's popularly known as mini Punjab - Canada, Mr Scot Slessor, Canadian Consul General, in an interactive session reinforced that the large Punjabi diaspora and historical ties provide a real opportunity for Punjab to engage actively with Canada.



CII signs MoU with Scottish Chambers of Commerce & Scottish Council for Development & Industry

9 October 2010, Chandigarh; 12 October 2010, New Delhi

CII to take a delegation to Scotland in June 2011

CII signed a Memorandum of Understanding with the Scottish Chambers of Commerce (SCC) and the Scottish Council for Development & Industry to promote economic, commercial and industrial cooperation between India and Scotland, with particular reference to the private sector. Under the MoU, investment and technology transfer will be promoted between both the countries through joint ventures and other mutually beneficial agreements to provide support to each other and identify specific projects and partners. The organisations will endeavour to undertake studies which will be of benefit to their members to increase cooperation at the industry and unit levels through specific programmes.

Mr R M Khanna, Chairman, CII Northern Region and Mr Michael J Salter, Chairman, Scottish Chambers of Commerce signed the MoU.



20 October 2010, Chandigarh

Accentuating the immense business potential between India and France, Mr Guillaume Page, Inward Investment officer, Invest in France Agency, Embassy of France in India, opined that, "besides the domestic market, one will benefit from a strategic geographical localisation at the heart of the five main European markets and benefit from attractive European R&D tax credit and competitive cost of setting up projects in Western Europe." Life sciences industry, chemicals, IT, automotive industry, metal working industry, renewable energies, logistics are some of the sectors that France looks at welcoming Indian investments into.

In order to attract more investment, a new financial incentive has been introduced by the French Government to support companies by financing their investment project in France. For a company with up to 5000 employees targeting to invest with a minimum of 5 million euros in France, the company will have the opportunity to apply for a 0% interest rate loan to finance 40% of its project.




Indonesia to shift focus from China & Japan to India

2 November 2010, Chandigarh; 4 November 2010, Amritsar


Inviting the Indian business houses, his Excellency Lt Gen (R) Andi M Ghalib, Ambassador & Plenipotentiary, Republic of Indonesia, urged them to explore opportunity in Indonesia, which has huge, unexplored natural resources in terms of crude oil, natural gas, tin and copper. He was particularly keen about inviting Indian automobile giants to set up a tractor power manufacturing facility in Indonesia. Mr Ghalib invited Mr Bishwambhar, CEO, Mahindra & Mahindra Swaraj Division to set up a plant of automobiles in Indonesia.

Potential Sectors: Power, coal mining, IT & communication, automobile, retail, agriculture, cotton and textile.



Helpline Service

HELP LINE



CII Membership Helpline Service

As part of our continuing endeavour to serve our members, CII has launched an exclusive telephone helpline service. The helpline will respond to queries / suggestions from member companies.

To reach CII, please call

00-91-11-435-46244 or 00-99-104-46244

The CII Helpline service will operate from 0900 - 1715 hrs on all working days including Saturdays. (The Service, would, over a period of time, be available 24x7 i.e. round - the - clock.) The Helpline will be manned by trained CII staff.

We invite you, and /or members of your organisation, to call us on these helpline numbers for any information on the various CII activities, any other queries or suggestions.

We also have an exclusive email ID on Membership, to respond to your queries / suggestions by e-mail. Write to us at membership@cii.in

reaching out



Drive against drugs

20 October 2010, Ludhiana

The drive to fight evils of drug abuse and promote drug de-addiction, especially among vulnerable groups like industrial workers and students, was launched and touched 50 workers from HERO Cycles Limited (Mangli Div) Ludhiana. This drive is being spearheaded by Mr Inderjit Nagpal, Zonal Chairman, along with Dr Rajesh Thapar, CII Member, District President for National Integrated Medical Association (NIMA) India and MD, HERBOTECH India Limited.



Debating dengue danger in NCR

8-10 October 2010, Delhi; 20 October 2010, Gurgaon

Reckoning the need of responsiveness in the general public for fighting dengue, two campaigns were launched in Delhi and Haryana. The campaign in Delhi reached out to 2,000 citizens across the State, creating awareness about basic preventive measures, health and nutrition and some quick ayurvedic remedies to prevent dengue. At Gurgaon, 200 students from Industrial Training Institute (ITI), were explained the causes of dengue fever and told about preventive measures through special presentations, videos and interactive sessions.



Young Indians innovate for the urban landscape

20 October 2010, Chandigarh

CII's Young Indians (Yi) latest focus area is Yi Next Practices, which looks at 'Innovation for Development' and serves the purpose of identifying, analyzing, debating and evangelising path-breaking ideas, innovations and their developmental impact on India.

"Cities have always been loci of economic productivity and social advancement and there is nothing in the horizon that suggests this situation will change any time soon. So the wisdom lies in being innovative and planned," addressed Dr Rahul Mirchandani,

शहरी विकास के लिए विकल्प तलाशने होंगे : मीरचंदानी



यू.आई.डी. शिर्डी कंपनी के संस्थापक हेनरिक वैल्योर सी.आई.आई. में कार्यक्रम के दौरान विचार-विमर्श करते हुए।

शहरीकरण पर आधारित चर्चा में किए विचार व्यक्त

चंडीगढ़, 22 अक्टूबर (सुशील): शहर सदैव से ही आर्थिक उत्पादकता व सामाजिक विकास

योगों का विस्तार कर उन्हें व्यवस्थित कर सकते हैं व ही हम उन्हें खदेड़ सकते हैं। इस दिशा में शहरी विकास के लिए हमें ऐसे विकल्प तलाश करने होंगे, जो सभी-को मान्य हों।
मुद्रगाँव स्थित एम.डी.आई. के स्ट्रेटजी एंड इका-नामिन्स के चेयरमैन व प्रो. अमित कपूर के अनुसार एक आदर्श शहर को मूल रूप से जवाबदी

National Chair, Next Practices, Yi, at a roundtable discussion on innovations for planned urbanisation. "500 more cities by 2022, an assumption Yi is working on, and it has to be innovative, is what we aspire," exclaimed Rahul. Under the Yi Next Practices, which is built on the 'Sandbox of Constraints' outlined by Prof C K Prahalad, it is believed that any suggested innovation for development must ensure scalability, speed of execution, social equity and inclusiveness, long-run sustainability, cost economics, fairness and transparency.

The discussion was aimed to address the imperative of India needing new cities by 2022 and suggest innovations in planned urbanisation, which will form the landscape of India's future.

Young hearts get a taste of 'Aftertaste'

30 October 2010, Chandigarh



CII Yi organised an interaction with renowned author Namita Devidayal on her novel 'Aftertaste.' Namita shared that Aftertaste was an entertaining novel that gave a peep into the world of business families, telling the story of one business family and its bitter dynamics – of resentful wives, emasculated sons, controlling in-laws and rapacious siblings. She said, "Aftertaste is full of riveting details about baniya families from the '40s down to the '80s and the pages show a vivid portrait of Kalbadevi, the old business district of Mumbai, how the unofficial banking system worked and the secrets about the mithai business."



Operation Blackboard launched

12 November 2010, New Delhi

Yi National Education Day on 14 November commemorated through Operation Blackboard, a unique program aimed at improving blackboard facilities in underprivileged schools, where blackboards are not sufficient and not in good condition, affecting the overall quality of education. The program was launched at Yi's Akshara Centre at Chaman, New Delhi, a literacy and recreation centre for underprivileged children and was established to help these children in education, healthcare and general awareness. Mr Amitdeep Kohli, Education Chair, Yi Delhi, handed over the board to Ms Pomilla Gupta, Director, Chaman.

In the justice of things

17 November 2010, Chandigarh

Young Indians were in conversation with Justice Mukul Mudgal, Chief Justice, Punjab and Haryana High Court. The discussion was put together with the objective to give a platform to citizens to interact with decision-makers of the city. In very high-free flowing conversation with the Young Indians, the Chief Justice inspired school students to be more aware of the laws and rights, where he also cited an example of a letter written by a school child to the Punjab and Haryana High Court regarding cutting of trees leading to public interest litigation leading to action and welfare of society.



Works by weaker sections special draw at CII fair

Chandigarh: Social exposition showcasing the works of Tihar jail inmates, self help groups and other weaker sections of the society is a first-of-its-kind initiative during the 15th edition of CII Chandigarh Fair that started at Parade Ground in Sector 17 on Friday. Perfectly timed to cater to buoyant consumer sentiments in the festive season, the event that has established itself as a common platform for manufacturers, retailers and consumers...



Pakistani stall at the CII fair

Trade fair on ceramics takes off

GLASSY AFFAIR Union minister of industries Anand Sharma inaugurates it, shares plans for state

By Anand Sharma

Anand Sharma under the aegis of Commerce and Industry has inaugurated the Chandigarh Fair on Ceramics, Glass and Allied Products at Parade Ground, Chandigarh. The fair will run for 15 days from Friday to September 21. The fair will be a platform for the state government to showcase its products to the world.

Supporter has huge response of the exhibition and all it needs to do is value addition to compete abroad.



जयपुर बने सेरेमिक हब

By Anand Sharma

जयपुर को 'सेरेमिक हब' के रूप में विकसित करने के लिए राजस्थान सरकार ने एक विशेष योजना शुरू की है। इस योजना के तहत जयपुर में सेरेमिक उद्योगों को प्रोत्साहित किया जाएगा और इन उद्योगों को निर्यात करने में मदद दी जाएगी।



Trade fair in Jaipur

Home Minister Chidambaram visit to CII Leh project



Leh, Rajastan to visit through it. He is the photographs of the that CII team had been in the past and in and of the brick masonry. The CII team has completed two houses in one month and will complete the balance 11 houses in March and April 2011 when the same period. Right now, due to harsh winter setting in, the construction has to stop. Meanwhile, thinking about CII has already given all the construction material present on the spot since 14th August 2010.

84 Pak companies for CII Chandigarh Fair

By Anand Sharma

CHANDIGARH: A delegation of 84 Pakistani companies will participate in the four-day CII Chandigarh Fair 2010, beginning on Friday. Having registered business queries to the tune of Rs 15 crore in the 2009 fair, which witnessed the participation of 38 companies from across the border, Pakistani traders are looking for a similar response in this year.

SOCIAL EXP For the first time, it has a dedicated zone where MSMEs would showcase their products. Participants would be given a special booth to showcase their products. The fair will be a platform for the state government to showcase its products to the world.

सीआईआई ने लेह में साँपे मकान

चंडीगढ़। सीआईआई ने लेह में बादल फटने के बाद वहाँ के लोगों के लिए घर तैयार कर लिए हैं। साबु गांव में तैयार हुए घर की चाबी केंद्रीय गृह मंत्री पी चिदंबरम ने शनिवार को लेह में दी। सीआईआई ने लेह में हुई बर्बादी के बाद सीआईआई लेह रीहैबिलिटेशन प्रोजेक्ट के तहत लक्ष्य के निवासियों की मदद को आगे आया था।

Indonesia wants trade with Punjab, Haryana

The governor of Punjab, Parkash Singh Badhal, has expressed his interest in trade relations with Indonesia. He said that Punjab and Haryana are well-positioned to trade with Indonesia, which is a growing economy. He also mentioned that the state government is looking for ways to attract foreign investment and trade.

Indonesia wants trade with Punjab, Haryana



Trade fair in Chandigarh

CII hosts seminar on Indo-French trade ties

By Anand Sharma

CHANDIGARH: The Confederation of Indian Industry (CII) has organized a seminar on Indo-French trade ties. The seminar was held at the CII Chandigarh office and was attended by industry leaders and government officials.



Seminar on Indo-French trade ties

Charles lauds Punjab's eco efforts

By Anand Sharma

CHANDIGARH: G. K. Chatterjee, former Union Minister, has lauded Punjab's eco efforts. He said that Punjab is a leader in environmental protection and sustainable development.



G. K. Chatterjee speaking at a seminar

जरूरी है MSME growth: डॉ. कलाम

By Anand Sharma

डॉ. कलाम ने कहा कि MSME उद्योगों का विकास देश की अर्थव्यवस्था के लिए बहुत ही महत्वपूर्ण है। इन उद्योगों को प्रोत्साहित करने और इनके विकास को सुनिश्चित करने के लिए सरकार को कदम उठाने चाहिए।



Dr. Kalam speaking at a seminar

सीआईआई ने छोड़ी ड्राइव एगेंस्ट ड्रग्स मुहिम

By Anand Sharma

लुधियाना » सीआईआई के लुधियाना चैटर ने होरो साइकिल लिमिटेड के माली यूनिट में में ड्रग्स की एडिक्शन एवरेनेस सेशन का आयोजन किया। इसमें करीब 50 कर्मचारियों ने लिया। डॉ. राजेश थापर ने बताया कि...



Seminar on drug addiction

THE BUILDING PLAN

By Anand Sharma

Experts discuss the need for planned urbanisation. The seminar was held at the CII Chandigarh office and was attended by urban planning experts and government officials.



Seminar on urban planning

Financial planning key to graceful ageing

By Anand Sharma

Chandigarh, October 18 The key to aging gracefully lies in financial planning for the middle years. Though professions facing the elderly are multi-dimensional, an integrated approach is needed to ensure...

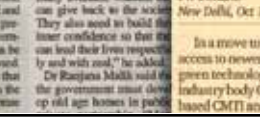


Seminar on financial planning

CII Will Be Setting Up Clean Tech Centre For SMEs

By Anand Sharma

FW BUREAU/ New Delhi, Oct 10 In a move to provide access to newer, clean and green technologies to SMEs, industry body CII, Bangalore-based CMTI and Fraunhofer...



Seminar on clean technology

CII Will Be Setting Up Clean Tech Centre For SMEs

By Anand Sharma

try will also have access to Fraunhofer's research and development network in areas that cut across health, security, communication, energy and environment, he added.



Seminar on clean technology



Confederation of Indian Industry



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