

annual report  
2009-10

building  
north  
for  
tomorrow



Confederation of Indian Industry  
Northern Region



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*CII offices*

# 2009-10: at a glance

**AGRI CONCLAVES** Taking Indian agriculture to a new threshold by providing a 'connect' to the farmers - 1<sup>st</sup> ever in Jammu & Kashmir

**AQUA CODE** First of its kind in India wherein industry pledged to self regulate

**POWER** Drafting an agenda for renewable energy and championing the cause of energy conservation & efficiency campaign

**ENGAGING THE GOVERNMENT** Setting foundations for continuous growth & change by providing cutting edge policy advocacy

**HIV / AIDS** Launching a toll free helpline in four languages and enabled with on-line counseling: a one stop shop for all HIV/AIDS queries

**NANHI CHHAAN** 104 members reiterated their commitment to the cause of promoting the girl child and ecological conservation by signing the CII Code of Conduct

**SKILL DEVELOPMENT** Enhancing employability, bridging gaps, providing livelihoods and impacting lives

**MADE IN PAKISTAN** A new chapter in Indo Pak 'dostana' promoting people-to-people bonding between the two nations

**WAH CHANDIGARH!** Celebrating the spirit of City Beautiful

**CII-YI VOTER AWARENESS CAMPAIGN** baad mein mat bolna: The campaign challenged the young voters, especially the first time voters through message posters to find their reason to register and vote.

## List of studies/ reports brought out by NR in 2009-10

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1. Report on Chandigarh @ 75
2. Report on Opportunities for UK in Emerging Cities of India
3. Paper on Tourism
4. Report on Delhi Vision
5. Skills Mapping Study for Delhi
6. Economic Agenda for Action
7. Approach Paper for ICT Policy of Himachal Pradesh
8. Vision Document for Agri and Processed Food Industry in Himachal Pradesh
9. Publication – Guidelines on Industrial Safety
10. Growth Roadmap for Himachal Pradesh
11. Paper on Power Generation Policy of Punjab
12. Agenda for Integrated Power Management
13. Paper on Agro & Food Processing Industry in Punjab –
14. Compendium on VAT issues
15. Report on Labour Laws
16. Report on Improving State Connectivity
17. Report on Industrial Growth of Rajasthan : Impediments & Way Forward
18. Report on Agro Industrial Policy of Rajasthan
19. White Paper on Food Processing Industries
20. Report on Agriculture in Marwar Region
21. Agenda for Growth of Rajasthan
22. Suggestions on Effective Single Window System
23. Water Manual
24. Breaking the Boundaries in Water Management: CII Case Study Compendium
25. Voluntary Water Pledge and Aqua Code
26. Study on Decentralised Power for Higher Efficiency - Roadmap for northern region
27. Vision 2020 for Industrial Development in Uttarakhand
28. Roadmap for Development of Tourism in Uttarakhand
29. Agenda of Making North a Preferred Investment Destination
30. Paper on Bio medical Waste Management
31. Paper on Organic Farming
32. Report on Liveability Index 2010: The Best Cities in India
33. White paper Improving Urban Infrastructure through Creation of Local Government and Private Sector Interfaces: Strategies and Direction
34. Regional Business Outlook Survey conducted
35. 2nd edition of the Report on GSDP Analysis of Northern Region States
36. Pre Budget Memoranda submitted for all States
37. Monthly Economic and Policy Tracker for the Northern Region States
38. Inputs for Revision of Industrial Policy of Haryana, Rajasthan, Punjab and Chandigarh
39. Study on Entry Tax in Northern Region States & Analysis

## chairman's message



India's resilience and resurgence are now well recognized. The economy's growth momentum has strong foundations and double digit growth a realizable objective. Equally, challenges abound and success will depend on how well we address them.

North India is very much a part of the national journey and is pregnant with challenge and potential. India's youthfulness, the Himalayan Eco system, the food bowl and the geo politics of our Northern neighborhood are key factors that underpin the importance of this Region. Not surprising then that we at CII chose 'Building Tomorrow's North' as the theme for the year with a focus on enablement, engagement, partnerships and investments. During the year, we made particular progress on some of the critical issues for tomorrow's North – Agriculture, Skill Development, Water and Energy.

States have been at the centre stage of our work this year. We engaged with all Chief Ministers except UP. In UP, we broke the jinx with a very engaging and productive dialogue initiated with the State bureaucracy. The task force on J&K chaired by the Chief Minister and co-chaired by CII progressed well. Our policy advocacy cut across a vast spectrum including industrial and sectoral policies, taxation, infrastructure and interstate issues.

We added environment related policy and action to our advocacy agenda this year. In working with the governments of Himachal and Uttarakhand on achieving carbon neutrality at the state level has become a key objective.

Unarguably, the key to inclusive growth lies in the revitalization of the rural economy with a special attention on Agriculture. A vital activity this year was the strengthening of new platforms for engaging with the Agri economy. Going beyond the impressive AgroTech platform, we reinforced the 'Agro Conclave' as a way to connect with farmers. We held conclaves in Jammu and Hissar touching close to 12000 farmers. This was well received by the political leadership and further reinforced our advocacy efforts.

Skill development – another vehicle for inclusive development and a fuel for growth, was a key priority. We undertook projects across the region – Delhi, Jammu & Kashmir, Uttarakhand. We would soon be setting up a skill centre at Parwanoo in Himachal and Alwar in Rajasthan. 17 ITIs are being fast tracked under the ITI excellence program of the Northern Region. Another 6 are being fast tracked in Jammu & Kashmir.

Water was and must continue to be a focus for action and the Region made special efforts to highlight its importance. The region launched the first ever "Aqua Pledge" and released a Water Manual and a best practices Compendium. We invoke Corporate leadership to take the pledge and actively support and engage with the new CII Water Institute at Jaipur, land for which has been granted and the Institute operational.

Energy availability is a growing concern across all States of the Northern Region. We deliberated on an Integrated approach towards a sustainable Power Agenda in the North. Renewable

Energy being another area of key focus. We have now been entrusted, by BEE, the task of championing an energy conservation and efficiency campaign across the region.

Giving back to society must become an abiding faith of all citizens and institutions. True to that spirit, CII spearheaded inspirational support for the "Nanhi Chhaan" initiative with over 100 companies adopting the "Nanhi Chhaan" pledge. I seek your continued support for this initiative for protecting the girl child leading to women's empowerment and for preserving trees as also the Environment.

Engaging with citizens CII-Yi voter empowerment initiative 'Baad Mein Mat Bolna' energized young voters in Chandigarh. 'Wah Chandigarh', a convention celebrating the spirit of Chandigarh aimed to capture common aspirations, build public opinion and involve citizens and youth in making 'Chandigarh' Wah!. We launched the Kashmir Yi chapter aiming to provide exposure to Kashmiri youth. Engagement also saw us developing two new types of platforms – Core groups for citizen engagement within city's and a multi stake holder civil society engagement process called "Brainstorm".

We strengthened our international engagements with international missions and interactions with foreign business delegations. We brought our neighbors closer, with the first ever country specific show organized by CII, the Made in Pakistan Show.

These were just a few glimpses of our last year's work, more details of which are provided in the report.

Friends, it has been a challenging year. It has also been a year of triumphs and of laying a strong foundation for the future. It has been a pleasure and an honor to lead the CII Northern Region, an institution which is now well respected for the difference it can make. At the same time, one is also humbled by the expectations all around.

My sincere thanks to the fantastic team that I have had in the Regional Council, the State, Zonal, Sub Committee and events Chairpersons. My special thanks to the CII President, Vice President and to the Director General for always being there as guides and mentors. I am also grateful to the Past Presidents and the Past Chairman in the region for their valuable and time tested guidance. And last but not the least I would like to thank the CII Northern Region Secretariat very ably led by Charu. It is this team that worked behind the scenes in ensuring that our efforts bore fruit.

The coming year is going to be an exciting year for industry as we prepare to brace some of the key reforms – GST, DTC, IFRS, Companies Bill and reaffirm actions on sustainability and inclusiveness. These to my mind will have a profound and positive impact on industry and commerce in India. I am confident that the Northern Region will leverage these new opportunities with CII continuing to play a leading role. May the Region rise and respond to heights that match its Himalayan hinterland and ancestry.

Harpal Singh.

## OUTLINING THE ROADMAP FOR INDIA'S TRANSFORMATION

13 March 2009, New Delhi

'Impatient India: Transforming Ideas', the CII Northern Region's Annual Regional Meeting brimmed with innovative solutions and out of box ideas to accelerate growth in India. Talking about ideas that have and ideas that will transform India was Mr Nandan Nilekani, Co-Chairman, Infosys Technologies in conversation with Mr Vir Sanghvi, Editorial Director, The Hindustan Times.

The Guest of Honour, Mr Jyotiraditya Scindia said, "Investments in health and education, which are normally the last on the agenda of any corporate, or are limited to acts of corporate social responsibility, today need to be brought to the top of the industry roadmap, if development and progress has to reach all parts of the country."

Mr Salil Singhal, Chairman (2008-09), CII Northern Region, said that a major challenge facing the North was the fragile governance structure in the Region. He said that a confluence of demographical advantage,



entrepreneurial spirit and good governance could help the region leapfrog on the developmental front. Outlining CII's unique initiative India @ 75, Mr Chandrajit Banerjee said that the initiative had been inspired by Prof. C K Prahlad's vision for India. The initiative captures the 'voices' and 'aspirations' of the people into a vision for the country.

## AGRI CONCLAVE

India needs to double its food grain production by 2020. This can be achieved through greater cooperation among scientists, farmers and the industry. The Kisan goshtis which started with Agro Tech were institutionalized by Rajasthan and have now been taken up by other states as well to directly reach out to more than 12,000 farmers across three states- Rajasthan, Haryana & J&K. The objective was to bring the farmers face-to-face with the latest state-of-the-art technologies and agri-practices, increase knowledge dissemination, technology adoption and awareness creation.

The conclaves exhibited latest products, services and technologies pertaining to irrigation, waste management, soil health and judicious use of water along with high yield varieties of seeds and modern machinery for farming.



### Marwar Krishi Utsav-

8 - 9 December 2009, Jodhpur

- The biggest ever in Jodhpur
- The two day Utsav focused on arid land management attracted more than 7500 farmers

- Inaugural by Shri Ashok Gehlot, Chief Minister - "Farmers in Rajasthan are competent but lack awareness," he said
- Unique feature was the Kisan Paramarsh Kendra where experts from various fields were available to answer queries.
- Report on 'Agriculture in Marwar Region' was released by the Chief Minister. The Knowledge Partner for this report was NIAM.
- Mr Gurmeet Singh Kunwar, State Minister for Agriculture announced that Rajiv Gandhi Krishak Yojna will be implemented in a changed format from 9 December 2009.



## Agri Conclave & Agromax 2009 - 'Towards Building Good Agriculture Practices and Latest Technologies'

29-30 November 2009, Hisar

- 4000 farmers from various districts participated
- Over 300 farmers participated in the Kisan Goshthi sessions.
- C M Bhupinder Singh Hooda inaugurated this first CII Agri Conclave in Hayana
- 200 scientists and faculty members from Ch. Charan Singh Haryana Agricultural University and 100 industry delegates attended.

## Agri Conclave 2009

14 October, Srinagar; 12 December 2009, Jammu

With 75% of J&K's population into agriculture, CII specially focused this year on bringing in new technologies and modern farming techniques. The two Agri Conclaves in Jammu & Srinagar focused on floriculture and horticulture reaching out to 500 farmers. the first such initiative in the State, officials, farmers, agri research scholars, and market promoters participated. The chief guests at the first ever Agri Conclave at Srinagar and Jammu were Mr Anurag Bhatnagar, Director General, National Institute of Agricultural Marketing Jaipur, and Dr B Mishra, Vice Chancellor SKUAST Jammu, respectively. Agri conclaves will be held annually and also will be district specific.

### AQUA CODE

## Conference on Waste Water Management and Technologies

17 February 2010

"The political class needs to muster the courage to think of putting a price tag on water. A framework could be worked out under which a certain amount of water can be given to people free of cost to fulfil their needs judiciously, and the usage over and above that be charged for."

-Pawan Kumar Bansal, Union Minister for Water Resources

The two day event highlighted the various issues pertaining to water sector in India, current and future water availability in India and methods to improve the situation through conservation, restoration of water and recycling of wastewater. The conference also explored issues relating to the regulatory and governance framework as well as investigated

potential commercially viable models and way forward for tapping opportunities for corporate sector in the areas of water management, water infrastructure projects and water treatment technologies. It also emphasized upon the need for an evolved PPP model and change in the mindsets of the authorities, the consumers as well as the private players.

### Key takeaways:

Government could put a price tag on the usage of water.

Private players to join hands with govt to work towards food security and stemming climate change.

After the Indo-US civil nuclear deal, the conservation of the Himalayan ecosystem, which sustains 40 per cent of the world, should top the agenda between the two countries.

Treated water could be used in construction sector.

Need for more small dams to ensure better distribution and storage of water.

Both centralised (authority-level) and decentralised (consumer-level) purification solutions and recycling plants are needed for an effective and sustainable answer to the problem of quantity and quality in water.

Eighty-five per cent of the expense on a pump is on the electricity used to run it. If we can make pumps more efficient, this energy consumption can be brought down and a significant amount of money can also be saved, apart from helping conserve environment.

Residential colonies and individual residences need water for varying needs, which leaves scope for reuse at different levels in different degrees. Use of technology at the micro level can go a long way.



## Water Pledge

This is the first of its kind in India wherein industry pledged to self regulate and validate that water is the most critical resource of all.

To create awareness and importance of using water optimally and to take commitment from industry and other citizens, a Voluntary Water Pledge and Aqua Code were designed.

## Water Manual

In the advent of water crisis, industry will be seriously hit, thereby affecting the economy of the country. Industry which consumes 8% of the water resources has taken various measures both "within the fence" and "beyond the fence" to ensure sustainable management of depleting water resources.

In order to disseminate information and create awareness among stakeholders and to

make an effective dent on the management of water resources, the CII- Northern Region Core Group on Water published a "Water Manual" focusing on efficient use of water, adoption of water minimization techniques, effective water management and recycling in the areas of – process, utilities, gardening and others.

The manual aspires to disseminate information and build the capacity of all stakeholders in addressing the issue of water management in a more comprehensive, holistic and scientific manner.

## Water Compendium

"Breaking the boundaries in water management- A case study compendium"

In order to motivate other industries, the Core Group on Water and CII Water Institute

published a compendium outlining the best practices by industries to consume, treat and reuse water. This was also released by Water Resources Minister Pawan Bansal in February 2010. The compendium contains twelve case studies relating to – rain water harvesting; rural drinking water; defluoridization; salinity mitigation; direct seeding of paddy; and integrated watershed management.

The variety of case studies demonstrates the involvement of the community and importance of capacity building for ensuring the sustainable management of water resources. It also provides a road map for the corporate sector and the community to work in cooperation with the government to embark upon area specific water intervention measures.

## NANHI CHHAAN:



'Nanhi Chhaan' is a call for proactive engagement of the corporate sector to promote gender equality and environment conservation. Currently, 104 corporates have signed the Code of Conduct. NDPL, Glaxo, Mayur Leathers, Lumax and Paharpur Business Centre, Eastman Cast & Forge and Himalayan Drug are some who have already initiated projects under the aegis of Nanhi Chhaan.

Scholarships for Girl Children: CII NR and YI have announced CII-YI Scholarships to support the education of 30 underprivileged meritorious girl students. The implementation partner is Bharat Prakash Foundation.





## MADE IN PAKISTAN a new chapter in the INDO – PAK dostana!!

23-27 December, 2009, Chandigarh

The premier festival dedicated to Indo Pak 'dostana' was inaugurated by Mr Ram Niwas, Home Secretary, Chandigarh Administration. Showcasing in a big way, a treasure trove of unusual arts and crafts from all over the country, **the first ever exclusive showcase from Pakistan** in Chandigarh brought an exotic range of products under its umbrella. The dignitaries who visited the fair included Mrs Surinder Kaur Badal, wife of Punjab Chief Minister, Mr Parkash Singh Badal. Mrs Jean Rodrigues, wife of Governor of Punjab and Administrator UT Chandigarh, Gen (Retd) S F Rodrigues was visibly impressed by the décor items made out of onyx and rose wood.

The fair was also visited by Mr Pradeep Mehra, Advisor Chandigarh Administration and other senior bureaucrats. "Made in Pakistan" was indeed a great event and would prove to be a major precursor to more such interactions between the trade and industry of the two countries, stated Mr Pawan Kumar Bansal, Minister of Parliamentary Affairs & Water Resources, Government of India, when he visited the fair on the concluding day. CII's ode to the spirit of Indo Pak 'dostana', witnessed huge crowds on all five days. The scene here at the show was very different from any other consumer fair. It was the sentiment, the emotion, sharing of good-old days in Lahore and Rawalpindi in rich Punjabi accent, which was unique to this event.



### Exclusive session with Mrs Preeti Kaur, Union Minister of State for External Affairs, 25 December 2009, Chandigarh

Session highlights:

- People to people contact will help strengthen the process of dialogue
- India can not be prosperous, dynamic economy and stable polity if our neighbours do not do as well and vice versa
- Enhanced trade cooperation between two 'Punjabs' will have far reaching benefits for the consumer, producer and the governments from either side
- Political will and atmosphere of trust critical to exploit the trade potential

As an add-on to dedicating the first edition of Made in Pakistan, to the spirit of strengthening ties, CII took another step forward on its social agenda by **contributing the proceeds from the fair to charity.**





## GOVERNMENT INTERACTIONS

### **Interaction with Mr Subodh Kant Sahai, Union Minister for Food Processing Industries, 14 June 2009, Jaipur**

A CII delegation called upon Mr Subodh Kant Sahai, Union Minister for Food Processing Industries, who complimented the multifaceted efforts of CII towards inclusive growth and informed that he intended visiting several states to identify the agenda for his Ministry.

Mr Kishore Khaitan, Chairman, CII Rajasthan State Council, briefed about initiatives in Rajasthan especially related to education, water, skill development, RBH & Agriculture. He also submitted a paper on Scope of Food Processing Industry in Rajasthan and requested the Minister for a detailed study on the subject. Mr Subhadra Papriwal, MD, Shri Edible Oil, shared information about mobile technology in food processing sector.



### **Interaction with Dr C P Joshi, Union Minister for Rural Development & Panchayati Raj, Government of India, 19 September 2009, Jaipur**

A delegation led by Mr Kishore Khaitan, Chairman, CII Rajasthan State Council held discussions on a wide range of issues - skill development, rural development, NREGS, education, water, etc.

### **CII calls on Mr Virbhadra Singh, Union Minister of Steel, to discuss HP industries, 24 September 2009, New Delhi**

CII Himachal Pradesh State Council called on the Union Minister to discuss the challenges faced by Himachal industries due to lack of steel depot in the state. He promised to extend full support and asked CII to identify the suitable venue to set up depot in consultation with RINL or SAIL.



From the top: Interaction with Mr Subodh Kant Sahai, Union Minister for Food Processing Industries; Interaction with Dr C P Joshi, Union Minister for Rural Development & Panchayati Raj, Government of India; CII Delegation with Mr Virbhadra Singh, Union Minister for Steel

# zara hat ke!



## CII Yi Voter Awareness Campaign 'Baad Mein Mat Bolna'

2-9 May 2009, Chandigarh

The week-long campaign designed to energise young voters was kicked off at Sukhna Lake. Senior representatives from the corporate sector, government, civil society and educational institutions along with hundreds of college students and others formed a human chain.

Posters, street plays and T-shirts with the messages, 'If you don't vote, you lose the right to complain', were used to create interest and awareness among the youth.



## Organic Dinner

24 July 2009, Chandigarh

Reinforcing its belief in healthy living and contributing to the environment, CII Chandigarh and Yi Chandigarh Chapter organised The Organic Fest at the CII Northern Region Headquarters. The menu comprised Lasagna, Broccoli, Greek Salad, Buttered Rice, Stir Fried Vegetables. The event also happened to be a Fund Raiser for the girl child. Ms Arshinder Kaur, one of the CII – Yi's representatives briefed the invitees about the benefits and challenges that are involved in organic food.

## Wah Chandigarh! Celebrating the spirit of the city beautiful

13 August 2009

The 3-month long campaign celebrating the spirit of Chandigarh, a joint initiative of CII and UT Administration, kicked off with the convention on 'Wah Chandigarh!'. Alongside this was an exhibition of arts and artifacts put up by the Le Corbusier Centre.

H E Gen (Retd) Dr S F Rodrigues, PVSM, VSM, Governor, Punjab & Administrator, UT Chandigarh, delivering the special address on 'Making Chandigarh the Civic Capital of India' said that the focus was on making the city a Regional Hub for socio-economic development and improvement by strengthening education, health, social welfare, IT and empowering disadvantaged people especially women by equipping them with professional skills.

CII also conducted a quick survey to understand what Chandigarh represents to its people – what is "Khaas" about Chandigarh, what are the positives and negatives, what is the future of the city, what are the changes they would like to see and a slogan for the city. The tremendous response was indicative of the love the residents have for their city and the expectations from the authorities.

celebrating the spirit of city beautiful



## FROM THE CHAIRMAN, ECONOMIC AFFAIRS AND TAXATION SUB-COMMITTEE

*The Sub Committee continued with its theme adopted last year 'Making North Competitive and Relevant'. Focus areas of work were GST advocacy and awareness, proposed Direct Tax Code and the agenda for Making North a Preferred Investment Destination. The Sub Committee continued to provide policy guidance to states and the region as also an understanding of the business and economic trends to membership.*



*Richard Rekhy*  
- RICHARD REKHY

## POLICY ADVOCACY

- Work on engaging with various northern region state governments on the proposed new industrial policies continued. Delhi & Punjab announced their new policies incorporating many of the CII suggestions. Chandigarh, Rajasthan and Uttar Pradesh have released draft policies. CII continues to work with them on this important issue.
- A comparative analysis of the SEZ acts of Gujarat, Haryana, Maharashtra, West Bengal and Madhya Pradesh was undertaken and suggestions on the best practices and other inputs provided to the Government of Punjab for its proposed SEZ Act.
- CII worked closely with the Government of Haryana during the recent labour unrest in Gurgaon. The proactive interventions and dialogue enabled to address the issue in time.
- On the power front, the state offices participated in the power tariff fixation process. Representations were made against the proposed power tariff hikes in Haryana, Jammu & Kashmir and Uttarakhand. In Punjab, a 10 point agenda for Integrated Energy Management was submitted.
- Investments are a key element of economic development and growth. The agenda of making North a preferred investment

destination, was initiated this year. The detailed study will be carried forward.

- Other key areas of engagement with the state governments include state taxes, connectivity issues, land related issues and issues & policies related to improving industrial infrastructure. Various membership concerns related to central taxes were taken up through the CII national policy desk.
- On central issues, the northern region worked with state governments and membership on the subject of Goods Services Tax (GST). Discussions centered around spreading awareness, consensus building and gathering feedback on various government proposals on GST. Direct Tax Code was another important area of engagement.
- Most of the textile units falling under chapters 50 to 63 have been exempted from excise. CENVAT credit on inputs has not been availed and most of the SMEs in textile sector have opted for this exemption. However this exemption was not available for Quilted Textiles Made ups. CII pursued this issue and the exemption has been extended to units manufacturing 'Products wholly made of Quilted Textile materials'



Interaction with Mr P V Bhide, Revenue Secretary, Government of India

## EVENTS

- Interaction with Union Revenue Secretary, Direct Tax Code held at Jaipur
- Interactive session on GST with Finance Minister, J&K held at Jammu
- Interactive session on GST with Himachal officials held at Baddi
- Union Budget Analysis sessions organised at Chandigarh & Jaipur



# policy pulse

## POLICY DASHBOARD - NORTHERN REGION

A vital part of CII and its strength has been its cutting edge policy advocacy. In addition, the Confederation endeavours resolution of various issues impacting industry and membership. The Policy Dashboard captures key issues that we have taken up with various government agencies and their current status.

TAXATION			
Area	State	Issues & Recommendations	Outcome
<b>State Taxes</b>			
<b>VAT</b>	Haryana	The units which were in pipe line as on 30 <sup>th</sup> April, 2000 and had fulfilled all the conditions of unit in pipe line and started commercial production on or before 30 <sup>th</sup> April, 2002 to be considered as New Industrial Unit under the Rule 28C of HGST Rules, 1975. Accordingly the investment made on land and new building by such units to be considered for sales tax incentives as per the State's sales tax incentive scheme.	Implemented
		Reduce VAT rate on LPG/ CNG Kits in the State of Haryana from the existing 12.5% to 4% as prevailing in other leading industrialized states	Under Consideration
	HP	Reduce VAT rates in line with the rates prevailing in the neighboring states – on CFLs, Unbranded Soaps & Desi Ghee.	Accepted
	J & K	Extension of VAT Exemption on CSD Stores	Under Consideration
		Reduce VAT on food and beverages in J&K from the existing 12.5% to 4% in line with neighboring states	Under Consideration
	Punjab	Withdraw surcharge imposed on VAT across all categories w.e.f. 5 <sup>th</sup> February 2010.	Under Consideration
	Rajasthan	Set up an Advisory Board on VAT with industry representation to rationalize the VAT regime and remove anomalies	Accepted
		Reduce VAT rate for diamond tool industry from 12% to 4%	Accepted
		Allow digital signatures on the VAT Invoice	Accepted
	Uttarakhand	Exempt fruits and vegetables from VAT	Under Consideration.
		Consider abatement on VAT levied on banquet services offered by hotels to the extent of service tax paid	Under Consideration
		Allow Input Tax credit on molasses for beer manufacturers. Also reduce VAT rate on beer from the present 32.5% , to bring it at par with that prevailing in neighboring states	Under Consideration
		Submission of form C to be made annual to simplify VAT return procedure	Under Consideration
<b>Entry Tax</b>	J & K	Abolish Entry Tax on all items as the Entry Tax restricts free movement of goods and impacts the competitiveness of the industry	Under Consideration
	UP	Abolish Entry Tax on all items as the entry tax restricts free movement of goods and impacts the competitiveness of the industry	Under Consideration
<b>Toll Tax</b>	J & K	Remove Toll Tax on fuels , consumables and packaging material	Under Consideration



TAXATION			
Area	State	Issues & Recommendations	Outcome
<b>State Taxes</b>			
Stamp Duty	Uttarakhand	Reduce Stamp Duty rates to 5%	Under Consideration
Stamp duty on BG	Uttarakhand	Reduce the Stamp Duty on bank guarantee, which at present is capped at Rs 10,000 to bring it in line with neighboring states. Delhi for eg the duty is Rs 100.	Under Consideration
Mandi Tax	Uttarakhand	Reverse the levy of Mandi Tax on exports meant for rice, as per the rice export policy of the state	Implemented
<b>Central Taxes</b>			
Direct Tax	Chandigarh	Issuance of certificate for deduction of tax at source at lower rate under section 197 of Income Tax Act.	Under Consideration
	J&K	Extension of the Central Excise Package to 2020	Implemented
		Income tax imposed on excise refunds to industry under the Central Excise package to industry in the state. The same needs to be repealed	Under Consideration
Indirect Tax	Rajasthan	Allow deduction of CENVAT Duty in calculating the duty saved.	Under Consideration
		Allow SSI exemption on excise to branded packaging material manufacturers	Implemented

LABOUR ISSUES		
State	Issues & Recommendations	Outcome
Haryana	Detailed recommendations on labour reforms in the state submitted	Under Consideration
	Suggestions given to the State Government to address the recent situation of labour unrest in the some member companies	Accepted
J & K	Review the mandatory requirement of employing 90% local labour in the wake of shortages of skilled manpower	Under Consideration
Rajasthan	Recommendations on changes required in labour laws of Rajasthan with specific suggestions on Contract Labour, Industrial Disputes Act, etc submitted	Under Consideration
UP	Relax Contract Labour Norms for Manufacturing Industries	Under Consideration
Uttarakhand	Set up ESI hospitals in the industrial areas of Selaqui, Haridwar and Pantnagar. Also affiliate private health service providers in the interim	Accepted

INDUSTRIAL POLICY & RELATED			
Area	State	Issues & Recommendations	Outcome
MSMED Act	Chandigarh	Notify Price Purchase Preference Policy in government purchases for MSMEs. Detailed recommendations submitted	Under Consideration
	Punjab	Lay down one time settlement policy for sick units for dues from financial institutions	Accepted
	Uttarakhand	Effective implementation of Price Purchase Preference Policy for MSMEs in the state and a comprehensive review in line with the best practices of other states	Under Consideration
State Industrial Policy	Chandigarh	Detailed recommendations submitted for the proposed Industrial policy	Under Consideration
	Delhi	Promote high-technology, skill based, non polluting industries in Delhi.	Accepted
		Encourage collaboration between State Government and technical educational institutes and established R&D institutes for training modules to bridge the skill gap of existing workers/employees - executive level, semi-skilled and unskilled categories.	Accepted
		Implement Single Window System in the state to attract industries	Accepted
	Haryana	Revision of Industrial Policy of Haryana. Detailed recommendations submitted	Under Consideration
	HP	Earmark land for MSMEs in the land banks created by the state.	Under Consideration
		Grant domicile Himachali status for those who have been in the state for 15 years or more	Accepted
		Increase Capital Subsidy ceiling for micro and small enterprises from 30 lakhs to 75 lakhs in line with higher investment limits as per the new MSME classification	Under Consideration
	Punjab	Detailed suggestions/recommendations for the New Industrial Policy of the State submitted	Accepted
	Rajasthan	Draft New Industrial Policy for Rajasthan to be prepared in line with CII recommendations and best practices from other states	Accepted
UP	Detailed recommendations submitted for the proposed new Industrial Policy of UP	Under Consideration	



## INDUSTRIAL POLICY & RELATED

Area	State	Issues & Recommendations	Outcome
<b>Single Window System</b>	J & K	Removal of mandatory requirement of notified 'Khasra Numbers' for availing incentives under the special Gol package	Accepted
		Effective implementation of SWS for timely clearances from various departments	Implemented
	Rajasthan	Create an IT enabled effective Single Window System for the industry as per detailed CII recommendations	Accepted
	UP	Enact Industries Facilitation Act to provide a regulatory framework to the Single Window System	Under Consideration
	Uttarakhand	Strengthen the Single Window System in the state by enacting the Industries Facilitation Act and use of Information Technology	Accepted
<b>State Pollution Control Boards</b>	Haryana	Withdraw show cause notices to companies in Gurgaon levying penalty to the tune of 4 times the NOC/ Consent fee in lieu of failure to obtain NOC/Consent. Penalty amount too high. Process of issuance of NOC/Consent to be simplified and made more transparent.	Under Consideration
<b>Industrial townships/ areas</b>	Chandigarh	Increase Floor Area Ratio (FAR) from 1 to 1.5	Under Consideration
		Constitute Board of Management for maintenance and upkeep of Industrial Areas	Under Consideration
		Create a dedicated fund for upgradation of the infrastructure in existing Industrial areas	Under Consideration
	HP	Establish Information Technology park near Shimla to promote IT industry in Himachal	Under Consideration
		Set up Common Effluent Treatment Plant and Transport Nagar at BBNA, Kala Amb, Una & Paonta Sahib. Also setup a tool room at BBNA	Accepted
		Set up 100 bedded ESI Model Hospital at Baddi	Implemented
		Create hostels for labour at the four major industrial areas of BBNA, Una, Kala Amb and Paonta Sahib	Implemented
	Punjab	Provision for coexistence of Industry & Real Estate Developers, in Derabassi, in the Greater Mohali Master Plan	Under Consideration
Rajasthan	Develop Integrated Industrial Areas / Townships along the upcoming Delhi Mumbai Industrial Corridor	Accepted	

# sectoral snapshots



## infrastructure

FROM THE CHAIRMAN, INFRASTRUCTURE SUB-COMMITTEE, CII-NR

*There has been considerable progress in the last ten years, still there is a potential for public private partnerships to contribute more in bridging the infrastructure gap in Northern States. This year the Infrastructure Sub-Committee focused on 'Urban Infrastructure and attracting projects'.*



- PRADEEP SINGH

### White Paper on 'Improving Urban Infrastructure'

The purpose of the study was to research the contemporary cities to suggest an exemplary model for constituting, financing and functioning of local governing bodies; involving private sector for sustainable infrastructure development; and suggest policy interventions to increase the productivity potential of cities.

#### Key Recommendations

1. A pragmatic approach to territorial organisation, based on functional considerations
2. Municipal administrations must create confidence in people
3. The success of local government reform depends on the strong and steadfast political commitment of central government to local self-government, often against line ministries

### 'Developing Competitive Cities'

8 March 2010, New Delhi

CII believes that nearly half of India would be living in urbanized areas over the next two decades, hence major challenge would be to develop new cities.

The conference brought together the critical stakeholders who can contribute in different ways towards smarter cities. A report on 'Liveability Index: The Best Cities in India' was released.



### Realty 2010

10 February 2010, New Delhi

The conference aimed at discussing the changing contours: leading the shift in real estate sector. Mr Saugata Roy, Union Minister of State for Urban Development, suggested private companies take up renting – housing projects. CII - Grant Thornton report on 'Indian Real Estate 2010' outlining the bright prospects of the sector in times to come was released by the Minister.

Key takeaways included generating credibility, close interaction between consumers, governments and industry, better regulation and increased supply and providing affordable housing.

### 'Delivering Value in Turbulent Business Environments'

1 July 2009, New Delhi

The conference highlighted the security concerns in the light of Commonwealth Games 2010 wherein technology would play a critical role in ensuring safety. The development of infrastructure should be supplemented with actively maintaining existing projects, opined Mr Anshuman Magazine, Chairman & Managing Director, CB Richard Ellis South Asia Pvt Ltd.



### Infra Conclave Rajasthan 2009

12 November 2009, Jaipur

Over 170 delegates and 20 eminent speakers from all across the country conferred to evolve a definitive roadmap for the development of urban and industrial infrastructure of Rajasthan driving investments, growth and improving quality of life.

"DMIC has huge potential for Rajasthan as 40% of the dedicated freight corridor will pass through 25 districts out of 32 in Rajasthan," said Mr Amitabh Kant, Chief Executive Officer, Delhi-Mumbai Industrial Corridor Development Corporation (DMICDC).

## 'Enhancing Capacities of Construction Equipment for Up-Scaling Infrastructure Development'- a seminar

26 October 2009, Lucknow;

28 October 2009, Chandigarh; 30 October 2009, Jaipur; 12 November 2009, New Delhi

## Policy Advocacy

State	Issues & Recommendations	Outcome
Chandigarh	Allow for transfer of land from leasehold to freehold in Industrial areas	Under Consideration
Delhi	Create a structured record of the land available, classified according to use	Accepted
HP	Simplify land acquisition procedures to attract industrial projects.	Implemented
J&K	Identify land and create new industrial areas for setting up new units	Implemented
Rajasthan	Evolve mechanism to put vacant land in special zones of RIICO Ltd to use for alternative industries/ commercial establishments	Work in Progress



## healthcare

FROM THE CHAIRMAN, HEALTHCARE SUB-COMMITTEE, CII-NR

*There is a dire need not only to diagnose the present state of the healthcare sector but also to forecast viable prognosis for northern states of India. The focus this year was on accessibility to affordable healthcare, strengthening public private partnerships, effective regulatory mechanism like accreditation and quality assurance systems, capacity building & training, patient care & geriatric care and differential insurance pricing based on quality.*



*[Signature]*  
- DALIT SINGH



The conference was organized with a view to create a value chain for handling hazardous, toxic and lethal waste generated by healthcare facilities. It brought together stakeholders learning from diverse experiences.

### Key Recommendations

1. Ensure adequate supply of protective equipment

2. Implement quality control and monitor systems
3. Ensure safe disposal of bio medical waste
4. Use of safer devices should be considered as one of the main approaches along with educational and immunization programs for reducing occupational infection risk

Dr Bina R Sawhney, Chief Medical Officer, Directorate of Health Services, Ministry of Health & Family Welfare, Government of India, stressed upon the need for every hospital to set up requisite bio medical treatment facility at the site or ensure treatment of waste.

### Excellence in Patient Care

19 February 2010, Chandigarh

The conference aimed at revisiting how



healthcare organizations should manage complexities of the system, and at the same time keep the 'human' angle always in mind, as part of the patient-centric approach. Dr Laxmi Kanta Chawla, Minister for Health & Family Welfare, Government of Punjab was the Chief Guest. Ms Raji P Srivastava, Managing Director, Punjab Health Systems Corporation also addressed the participants.



## agriculture



*TARUN SAWHNEY*

FROM THE CHAIRMAN, AGRICULTURE COMPETITIVENESS SUB-COMMITTEE, CII-NR

*CII believes that economic growth can be sustainable only if it translates into equitable development. Empowerment of the rural population lies at the heart of India's growth strategy. The focus this year was clearly on agri competitiveness and implementation of APMC Act in the states. Reaching out to farmers through agri conclaves in Rajasthan, Haryana and Jammu & Kashmir helped in knowledge dissemination and to better equip the farmer to meet future demands. Exploring the potential of the organic and dairy sectors in India, the related conferences discussed newer opportunities.*



### World Food Day celebrations

1. Yi Chandigarh Chapter distributed lunch to 200 under privileged children
2. CII Haryana organized an awareness session on Clean Eating Habits and Hygiene at Sankalp School in Gurgaon
3. CII J&K distributed food items to around 100 children of Bal Niketan
4. CII Rajasthan distributed food packets at Bougain Villea, Vaishali Nagar, Jaipur
5. CII UP served lunch to children in 'Manisha Mandir', an orphanage
6. CII Uttarakhand donated Rs.36000 to Him Jyoti School, Dehradun, for under privileged girls

### Report on Status of APMC Act in the NR States

#### Key Recommendations

1. Setting up of private market yards would benefit farmers by increasing transparency in their transactions

2. Direct marketing to reduce supply chain losses and help plan the harvest
3. Contract farming to increase awareness
4. Setting up a dispute settlement mechanism to help resolve issues arising out of non-performance of contracts
5. Single license that will provide more opportunities for farmers to sell

### Policy Advocacy

State	Issues & Recommendations	Outcome
Haryana	Detailed recommendations submitted on Good Agricultural Practices for increasing the stagnating agriculture yield in the state	Under Consideration
HP	Set up state-of-the-art quality testing facilities for apples in the State	Under Consideration
HP	Establish floriculture parks with common infrastructure facilities to leverage the state's floriculture potential	Under Consideration
J & K	Establish floriculture parks as the state has immense scope in the sector	Under Consideration
Punjab	Detailed recommendation for the Agri Policy of the state submitted	Accepted
Rajasthan	Recommendations for the new Agro Industrial Policy of Rajasthan submitted	Accepted
Uttarakhand	Expedite enactment of the APMC Act	Under Consideration



Key Recommendations at the conference on Organic Farming:

1. State organic farmers can be offered incentives in form of buy back policy agreements
2. Small and marginal farmers to be encouraged for sustainable livelihoods from marginal lands
3. Huge export potential for organic cotton exists and must be explored
4. Need to reform the current labeling laws

### Conference on Indian Dairy Industry, 22 October 2009, NDRI, Karnal

**New Window of Opportunities - Rural Markets,** 7 August 2009, New Delhi

# tourism

FROM THE CHAIRMAN, TOURISM SUB-COMMITTEE, CII-NR



*The objective of the Sub-Committee is to determine synergies in the development of tourism and bring all the partner states on to a single platform for policy formulation, promotion plan as well as infrastructure development. The preliminary areas identified were development of a common brand image for the Northern States, co-ordination of policy measures, infrastructure development, planning for destinations and circuits, external linkages with other regions/areas and human resource development to benefit all partners. We have strongly taken up the connectivity issue with the governments of Punjab, Himachal Pradesh and Uttarakhand.*



*Vikram Bakshi*  
VIKRAM BAKSHI



14 September 2009, Dehradun

During the interactive session on Growth Roadmap for Tourism, Mr Madan Kaushik, Minister - Tourism, Uttarakhand said, "Formulation of a tourism policy with well-defined framework will go a long way in the development of the State." Some of the key recommendations included: Creation of tourism zones; Accreditation of tour operators and other service providers; Better urban infrastructure at tourism destinations, including transport services, etc.

## Roadshow to promote Rajasthan

25 July 2009, Chennai

CII along with Department of Tourism, Government of Rajasthan organized this road show to promote Rajasthan and increase the flow of domestic tourists in the state.

## Meeting with Mr K S Money, Member (Admin), National Highway Authorities of India, 18 December 2009 and 5 January 2010, New Delhi

Mr Vikram Bakshi, along with committee members met Mr Money, to present CII recommendations, which included planned directional

signages; Slip road to allow ease of ingress and egress; Discounted or no toll tax for local residents; A cut within 1 km distance to allow easy accessibility to restaurants/hotels.

## Interaction with Ms Rina Ray, MD - Delhi Tourism and Transportation Development Corporation, 15 September 2009, Delhi

Mrs Ray informed that in the light of Commonwealth Games 2010 in New Delhi, many tourism projects have been initiated under PPP mode. The volunteer training part would be divided into two parts: a structured volunteer force of around 22,000 students, above the age of 18 years and rest 6,000 -8,000 volunteers would comprise of citizens of Delhi.



## Interaction with Mr N R Jora, Tourism Minister, J&K

4 September 2009, Srinagar

In order to give a boost to tourism in the Valley, CII recommended a pilot project in Nagin lake by refurbishing the existing 160 house boats, introduction of night viewing facility to see animals in Dachigam Sanctuary, promotion of adventure & golf tourism, easy access to fishing license and organising an autumn, an apple, and a saffron festival.



# sectoral snapshots

Focus Area	State	Issues & Recommendations	Outcome
Railways	HP	Sanction Chandigarh – Kala Amb – Paonta Sahib – Dehradun Rail Link	Under Consideration
		Expedite Bhanupali – Bilaspur – Beri rail link for facilitating movement of goods and raw material by rail for the cement industry in and around Bilaspur.	Accepted
	J&K	Expedite Udhampur - Qazigund rail link, to provide rail connectivity between Jammu and Kashmir.	Implemented
	Rajasthan	Jaipur Delhi rail route to be double tracked to reduce the travel time to 3.5 hrs	Implemented
	Uttarakhand	Link Uttarakhand to the proposed Eastern Freight Corridor by providing linkage to the corridor at Saharanpur, for servicing the industry in and around the industrial area of Haridwar	Under Consideration
Make Haldi a rail head for servicing the industry in and around Pantnagar		Under Consideration	
Expedite railway track between Roorkee and Muzaffarnagar, to reduce the travel time between Delhi and Dehradun by 2 hours from the present 6 hours		Under Consideration	
Road Connectivity	Delhi	Set up a core group to explore workable solutions for construction of concrete roads in Delhi	Work in progress
	Haryana	Improve connectivity for Gurgaon through an Inter and Intra city Transport Plan. Detailed recommendations submitted	Under Consideration
	HP	Four lane Pinjore – Baddi - Nalagarh- Bharatgarh road to reduce congestion on this important road link to the BBNA industrial area	Under Consideration
		Four lane Chandigarh - Kala Amb - Paonta Sahib – Dehradun road. This road is only link to the industrial areas of Kala Amb, Ponta Sahib from the neighboring cities.	Under Consideration
	J & K	Four lane and upgrade Jammu Srinagar Road, the only road link between the two places	Under Consideration
		Develop the old Mughal Road as an alternate road link between Jammu and Srinagar	Implemented
	Rajasthan	Improve intra and inter state connectivity to boost tourism. More Volvo buses required in different parts of Rajasthan	Implemented
		Broaden NH – 8 into an eight lane highway for faster road connectivity	Implemented
	Uttarakhand	Expedite four laning of Delhi-Dehradun National Highway to provide faster road connectivity to Dehradun.	Implemented
		Create alternate routes leading into Haridwar for addressing the issue of closure of Delhi – Haridwar highway during the annual Kanwad time & Kumbh mela.	Under Consideration
Air Connectivity	Haryana	Need for foot over-bridges and underpasses at Hero Honda Crossing at NH 8.	Under consideration
		Detailed recommendations for the proposed revision of Estate Management Procedure(EMP) 2005 submitted	Under Consideration
	HP	More flights, connecting Shimla with other major cities in addition to Delhi , required	Under consideration
		Upgrade existing airports at Shimla, Kullu and Kangra – night landing facilities, wherever possible extend the airport for bigger planes	Under Consideration
Rajasthan	Greenfield Airport at Ajmer	Accepted	
Urban / City Infrastructure	Rajasthan	Set up an International Convention Centre at Jaipur	Accepted
Tourism Promotion	HP	Promote adventure sports with a policy for safety and standards. Facilitate import of adventure sports equipment. Develop weekend adventure sports products.	Under Consideration
		Focus on destination development with automatic parking machines, beautification of the entry points to the state etc. Reduce passenger tax.	Under Consideration
	Uttarakhand	Detailed growth roadmap for tourism in Uttarakhand submitted	Under Consideration



# manufacturing

FROM THE CHAIRMAN, MANUFACTURING COMPETITIVENESS SUB-COMMITTEE, CII-NR



*Manufacturing accounts for around 15 percent of the Indian GDP. In the last decade, we have made considerable progress in making the industry aware of the various challenges that exist within the sector with programmes focused on quality and business excellence.*

*This year the focus was 'Optimization and Consolidation of Resources in the present times'. Emphasis was laid on giving practical examples from companies so that the success stories could be replicated amongst industry members.*

*Jatender K Mehta*  
- JATENDER K MEHTA

## Lean Six Sigma Summit

10 September 2009, New Delhi

The Summit provided a platform for demonstrating how Lean Six Sigma enables business transformation. Mr Arvind Kapur, Conference Chairman & MD, Rico Auto Industries said that transformation in business must come along with protecting domestic market, becoming competitive and reducing waste in the system. Over 170 participants benefited from the deliberations.

### Key takeaways:

- A mix of both - Lean and Six Sigma would be ideal to deliver quality as it makes work better (using Six Sigma) and faster (using Lean)
- Emergence of free markets and competition has strengthened quality concepts. The enterprises should focus on becoming solutions providers not services providers
- From the example of SAP Labs India, a lot can be learnt on how this organisation has benefited by adopting Lean and inculcating it in their DNA.

## 6th National Convention on Six Sigma

27-28 October 2009, New Delhi

The Convention primarily focused on the projects from manufacturing and service Industry, which was shared by practitioners of Six Sigma.



Bharti Airtel Limited Transport Network bagged the first prize. The companies were judged on parameters like customer impact, results achieved, sustainability of gains, employee commitment and linkage to strategic objectives of the business. 21 teams and over 120 delegates across India participated.

## Seminar on Engineering Innovation in Manufacturing

17 November 2009, New Delhi

The seminar was an initiative to encourage innovations and research. Issues deliberated upon included engineering innovation in supply chain 'manufacturing' – challenges of 'agility & re-configurability', synchronous technology – a breakthrough in engineering innovation, ingenious solutions for customers driven by innovation and technology, best practices, nano technology as the next big engineering innovation.



# competitiveness

## 'Conference on Control & Automation Technologies: The Bedrock of Competitiveness'

21-22 May 2009, New Delhi

"Automation is an important aspect of operating businesses; it gives quick paybacks, where innovation is the long-term cost-effective flexible solution for enterprises. Both the practices, therefore, should find industry recognition," said Mr R Dayal, Executive Officer (Production Engineering), Maruti Suzuki India.

Mr Jayant Davar, Conference Chairman & Vice Chairman and Managing Director, Sandhar Technologies Ltd pointed out that automation should trickle down to small, middle and micro level enterprises. The concurrent exposition had participation from industry giants such as Taikisha Engineering India Limited, Captronic Systems Pvt. Ltd., B C Technomation Pvt. Ltd., and, Chemin Controls and Instrumentation Pvt. Ltd.



*'Govt can play great role in fostering the growth'*

## Need To Tap Huge Potential Of Technical Textile In India: CII

29 May 2009, Chandigarh

The conference presented India as the global destination for technical textiles – manufacturing & consumption. Some recommendations to the Government to foster growth of the sector included establishment of R & D centres, introduction of technical textiles specific courses and specializations, framing of rules for mandatory usage of technical textiles, and, provision of subsidies to needy consumers.

Mr S S Channy, Principal Secretary, Industries & Commerce, Government of Punjab was the Chief Guest. Other speakers included Mr Pradeep Gupta, Secretary, Textiles Committee, Government of India, Mr Manish Gupta, Director, Textile Ministry.

## MSMEs

FROM THE CHAIRMAN, MSME SUB-COMMITTEE, CII-NR



*The focus was on "Building North for Tomorrow: Creating Business Opportunities for MSMEs" and the three thrust areas - managing the policy environment, enhancing competitiveness, and, enhancing marketing opportunities.*

*The Sub Committee synergized and coordinated with National MSME Forum on issues pertaining to national and regional importance. Needless to say, the evolution of the MSMED Act and the focus of the Hon'ble Prime Minister himself, on this very crucial sector and the reforms that are required to derive their full potential highlights the importance and future contribution of MSMEs to the Indian economic sprint.*



- KIRON CHOPRA

## MSME Conclave – 'Indian MSMEs: Corporates of the Future'

1 September 2009, Jaipur

The objective of the conclave was to address the issues related to the development of Micro, Small and Medium Enterprises namely, assessing the competitiveness of MSMEs, identifying areas in need of assistance to enhance competitiveness and future prospects. Over 125 delegates participated. The presence and contribution of senior

government bureaucrats reinforced the urgency of the role MSME's will play in the coming years.

The challenges faced by the MSMEs are:

- Limited access to finance and hence the need to promote SME banking
- Absence of sufficient scale of operations and so the focus on cluster-based development



Top: Honouring delegates at the MSME Conclave  
Above: David Wittenberg addressing the delegates at the conference on Strategic management

## IT can translate customer insight into value proposition for each business segment

28-29 January 2010, New Delhi

### CII-PwC report highlights that end-to-end offerings would dominate the Industry in the years to come

The two-day IT conference focused on strengthening India's IT/ITeS Industry, the opportunities and challenges for breaking the revenue barriers - enhanced positioning, partnerships between large, medium and small players, social networking, and so on. The event also marked the release of CII-PwC Report on Indian IT & ITeS Industry – 'Evolving Business Models for Sustained Growth'.

- Limited training and capacity building of staff which asks for investment in human resource development
- Limited access to markets for which there is a need for marketing assistance capacity a building
- Urgency to grow globally through mergers and acquisitions, and the need to be educated for the same
- Clusters can increase competitiveness amongst MSMEs. In order to bring in competitiveness there needs to be enhanced learning, group learning, one year intervention, variety of inputs, and regular monitoring

## 'Innovation' key to success in economic slowdown

14 July 2009, New Delhi

The conference on Strategic Management highlighted issues in the four sectors – real estate, agribusiness, manufacturing and financial services.

Mr David Wittenberg, CEO, The Innovation Workgroup, US, said, "Innovation is the only way to grow in tough times." Citing instances of how those companies that undertook disruptive innovation showed 20-40 per cent higher growth than the average in a slowdown, he said that there was need to strategize and innovate for future.

With regard to the real estate sector, Mr Rajeev Talwar, Group Executive Director, DLF Limited, called for policy reforms, stating that the regulatory environment is very opaque and the finance regime is very restrictive for growth. FDI is a must to boost growth.

A contrarian view was presented by Mr Mohan Guruswamy, Chairman, Centre for Policy Alternatives, who pointed out that the effects of a slowdown, if any, was felt by the already marginalized and poor. This should be considered by our planners, he said.



14 May 2009, Gurgaon

"With more than 8200 industries in the state, MSMEs are the backbone of industrial growth in the state," said Mr P K Bansal, Additional Director, Industries, Government of Haryana. He emphasized that it is important to focus on micro financing. The conference on Maximising Business Opportunities for SMEs, discussed key issues such as policy intervention and regulatory framework, financing options, credit rating and the cluster approach.





## missions and competitions

### Missions

#### Quality Mission to NEI & BOSCH

29 April 2009, Jaipur

#### Mission on Sustainable Growth

CEO's Meet, 12 August 2009

#### Healthcare Study Mission to

Mumbai, 29-30 Oct 2009

#### Manufacturing Missions

- Manufacturing Excellence Mission  
6 June 2009

- Manufacturing Innovation Mission to  
companies in the NCR  
23-24 July 2009, Noida & Gurgaon

- Manufacturing Technology Mission to  
Ludhiana Industrial Area  
8-9 September 2009, Ludhiana

### 22nd QC Preliminary Competition 2009-10

The Quality Circle Competition, an annual feature since 1986, is the culmination of the state, regional and national conventions that take place throughout the year as part of CII's continuous efforts to strengthen the Quality movement in India. Over the years, these circles have helped improve quality, efficiency and yield, reduce cycle and turnaround time, lower costs, and increase employee motivation.

### 22nd QC Regional Final Competition 2009-10: 22 February 2010, Chandigarh

The team from Tata Motors Ltd, Lucknow won the 22nd Regional Quality Circle Competition; CavinKare Pvt Ltd, Haridwar and Bharat Electronics Ltd, Kotdwara were the first and second runners up, respectively. These teams will now participate in the National Final to be held at Mumbai in April 2010.

Place	Winner Circle / Org	First Runner Up	Second Runner Up
Punjab	Prabhat - Bel, Kotdwara	Ugta Surya - Secure Meters Ltd, Bated	Lakshya - Motherson Sumi Systems Ltd, Gurgaon
Rajasthan	Parivar tan - Tata Motors Ltd, Lucknow	Suraj - Asahi India Glass Ltd, Rewari	Oasis - Nei Ltd, Jaipur
Chandigarh	Jyoti - Bharat Electronics Ltd, Ghaziabad	Nav Bharat - Secure Meters Ltd, Barotiwala	Safalta - Tata Motors Ltd, Lucknow
Gurgaon	Sanrachana - Bharat Electronics Ltd	Star - Maruti Suzuki (I) Ltd	Saransh - Denso India Ltd
Haridwar	Vijaypath - Cavinkare Pvt. Ltd), Haridwar	Sameeksha - BHEL, Haridwar	Hunk - Nappino Auto & Electronics Ltd Haridwar
Lucknow	Pioneer - NTPC, Singrauli	Mashal - BHEL, Haridwar	Buniyaad - Bel, Ghaziabad
Delhi	Everest - Bel Ghaziabad	Tushar - Bajaj Hindustan	Creative - Napino Auto & Electronics

### Workshops/Seminars

- Workshop on Towards Self Empowered Sales  
23 April 2009, Chandigarh
- Roundtable discussion on Role of ICT for developing Rural India  
3 June 2009, NOIDA
- Seminar on Benefits & Usage of ICT in SMEs, 3-4 June 2009, Jaipur
- Session on A Way to Sustained Business Benefits, 6 June 2009, NOIDA
- Seminar on Financing Options to MSMEs for Competitiveness  
24 June 2009, Chandigarh
- Workshop on Wealth Generation in the Stock Markets under all odds, 10 July 2009, Jammu
- Workshop on Information Communication Technology for Maximizing SME Productivity, 24 July 2009, Lucknow
- Internal Auditors Programme on Environmental, Occupational Health & Safety Management Systems (EHSMS) as per ISO 14001: 2004 & OHSAS 18001: 2007, 29 June 2009, Chandigarh, 29-30 July 2009, Haridwar
- Workshop on Technology & Innovation Management  
11-12 November, Shimla
- Seminar on Institutional Initiatives for MSME Empowerment  
3 December 2009, Lucknow
- Workshop on Industrial Safety Management  
4 December 2009, Baddi
- Workshop on Autonomous Maintenance  
21 December 2009, Parwanoo



From the left: HE Smt Margaret Alva, Hon'ble Governor, Uttarakhand, presenting CII Green Award to Dr Harshwanti Bisht; Synergy for Renewable Energy: Mr Harpal Singh, Chairman, CII Northern Region, Dr Farooq Abdullah, Union Minister for New and Renewable Energy, Mr Bhupinder Singh Hooda, Haryana Chief Minister and Mr Sukhbir Singh Badal, Punjab Deputy Chief Minister; Dr Ramesh Pokhriyal Nishank, Hon'ble Chief Minister, Uttarakhand at the Environment Summit

CII NR constituted a Core Group on Power & Energy this year to focus on government reforms, promoting renewable energy, creating awareness on energy efficiency, climate change/CDM, sharing of best practices through issue based workshops and conferences.

- Zubin J Irani, Chairman, Regional Core Group on Power & Energy

The time is not too far when you will have to pay for every drop that you have wasted. Let's make our future secure.

- Vipin Sondhi, Chairman, Regional Core Group on Water

Our common ambition to build a low-carbon world crucially depends on few important factors that must be built into the post 2012 international climate regime. CII is spearheading Indian industry's response on climate change

- Chandrajit Banerjee, Director General, CII

## CII - Govt join hands for 'Greener Himachal'

21 January 2010, Chandigarh

Taking forward the initiative of making Himachal Pradesh the first carbon neutral state of India, CII submitted a proposal with specific focus on greening existing industry, CO<sub>2</sub> emission quantification and disclosure, and policy and road map to. Mrs Sarojini Thakur, Additional Chief Secretary, Himachal Pradesh.

## Renewable Energy Policy Roadmap for J&K

CII has framed a report for the consideration of Govt of J&K which suggests:

- A comprehensive policy for encouraging renewable energy technologies (RET).
- Policies should be targeted at developers, engineering firms, grid and system operator
- Designate sites with maximum potential as special parks to attract private companies
- A grid policy that allows firms to sell electricity back to the utilities
- Tax exemption equivalent to 80% capital expenditure on installation for 2 years

- In Punjab, the focus was on 'Revitalizing Foundry Sector', 19 February 2010, Ludhiana
- In Uttar Pradesh, the focus was on waste paper and sugar industry, 25 February 2010, Muzzafarnagar
- In Haryana, the focus was on sugar, utensils and aluminum, 26 March 2010, Yamuna Nagar

## Maximizing Renewable Energy Integration in Hospitality Sector

20 August 2009, Jaipur

The objective of the interactive session was to sensitize the hospitality sector. Dr Farooq Abdullah, Union Minister for New and Renewable Energy, Dr Jitendra Singh, Minister for Energy, Government of Rajasthan; Mr Deepak Gupta, Secretary, Ministry of New and Renewable Energy and Mr Debashish Majumdar, CMD, IREDA addressed the gathering.

## Reports and studies

- CII-E&Y Report on 'Renewable Energy - the Next Wave'

- Report on 'Decentralized power for higher efficiency- Roadmap for Northern region'

## CII – BEE Workshops on Enhancing Competitiveness through Energy Efficiency

CII & Bureau of Energy Efficiency, joined hands to organize workshops at various industrial locations:



# sustainability

**Advocacy on Power tariffs:** CII NR represented against the proposed power tariff power hikes in Haryana, Jammu & Kashmir and Uttarakhand. In Punjab, a 10 point agenda for Integrated Energy Management was submitted.

Area	State	Issues & Recommendations	Outcome
Power	Haryana	Reduce high distribution losses in the state, which have resulted in loss of revenue to the state as well as poor power availability. Detailed recommendations submitted	Under Consideration
		Petition submitted against the proposed power tariff hike and hike in FSA charges by the Distribution Licensees	Under Consideration
	HP	Ensure continuous quality power supply without any restrictions of peak load to the industry	Implemented
		Create Single Window Clearance Agency for small hydro power producers	Under Consideration
	J & K	Implement full metering to reduce theft of power and revenue losses	Under Consideration
		Implement power reforms including unbundling of existing power utilities	Under Consideration
		Reduce Industrial Power Tariff, which has been doubled	Under Consideration
	Punjab	Allow peak load exemption facility to non continuous process industries, which has been recently withdrawn	Accepted
		Withdraw intensive power cuts on ARC & induction furnaces & steel re -rolling mills	Accepted
		Action-CII's 10 Point Agenda for Integrated Energy Management submitted to the state government	Under Consideration
	Rajasthan	Model for distribution of power amongst various categories of users during power shortages suggested to streamline power cuts	Under Consideration
		Ensure availability of natural gas for industries	Implemented
		Encourage and facilitate investments in solar and wind energy	Under Consideration
	UP	Convert feeders with more than 50% industrial load into dedicated industrial feeders and also exempt them from power cuts	Under Consideration
	Chandigarh	Power Tariff Regulatory Board to be made functional	Under Consideration

## Conference & Exposition on Renewable Energy Agenda for the North

16 December 2009, Chandigarh

Dr Farooq Abdullah, Union Minister for New and Renewable Energy, Mr Bhupinder Singh Hooda, Haryana Chief Minister and Mr Sukhbir Singh Badal, Punjab Deputy Chief Minister collectively resolved to make India a leading force in Renewable Energy Sector by the year 2020.

Dr Abdullah asked CII to partner the Ministry to draw up an actionable agenda to operationalise the Jawaharlal Nehru National Solar Mission of generating 20 GW from solar power by the year 2022.

## Environment Summit

2-3 December, Dehradun

The conference focused on building an organic green Uttarakhand. Mr Ramesh Pokhriyal Nishank, Chief Minister was the Chief Guest. and Shri Bishan Singh Chufal, Minister Forest, was the Guest of Honor.

## CII Annual Green Award for 2010 presented to Dr Harshwanti Bisht

6 March 2010, Dehradun

The CII Annual Green Award for 2010 was presented by HE Smt Margaret Alva, Governor, Uttarakhand to Dr Harshwanti

Bisht for her outstanding work in conserving the Gangotri glacier and its surroundings.

## Integrated Approach towards building a Sustainable Power Agenda for the North

30 July 2009, New Delhi

Power sector contributes 24% to the Green House Gases emission, which will increase to 38% by 2030 if 'Business is as Usual'. Mr B K Chaturvedi, Member-Energy, Planning Commission spoke about a five pronged approach to overcome power shortages - focus on increasing gas supplies, use of clean coal technology and hydro power, incentives for renewable energy generation, privatization



of the sector and demand side management.  
**CII Water Institute**

CII Water Institute is already functional at Jaipur offering select services for effective water management. The institute will scale up into a full fledged centre of excellence offering one stop shop solution to all issues pertaining to water resource management to the industry and society at large.

**Workshops & programmes**  
**Water**

- Workshop on How to Become Water Wise, 4 May 2009, New Delhi
- Poster Making Competition on Water Conservation, 16 & 22 May 2009, Shimla & Barmana

**Colloquium on Water Conservation**

24 July 2009, Shimla and 15 May 2009, Lucknow

- Round Table on City Natural Gas Distribution Networks – Authorization to enable entities to bid for City Gas Distribution networks, 3 June 2009, Chandigarh
- Observance of Ground Water Day, 10 June 2009, Lucknow
- Workshop on Water Management

13 August 2009: Amritsar

- Training Programme on Water Management, 11 August, NOIDA, 12 August 2009, Gurgaon
- Awareness session on Water management, 10 July 2009, Chandigarh

**Environment**

- Session on Fuel Conservation & Environment Sustainability, 24 April 2009, Selaqui, Dehradun
- Session on Entrepreneurship, Tree Plantation & visit to TCS 11 May 2009, Lucknow
- Workshop on Environment, Health & Safety, 19 May 2009, Gurgaon
- Mission to Green & Clean Enterprises, 2-3 June 2009, Gurgaon
- Interactive Session on the World Environment Day, June 5, 2009, Lucknow
- YI- Session on Climate Change, 5 June 2009, Chandigarh
- First ever workshop for the industry specifically on Environmental Health & Safety (EHS) – Best Practices 18 June 2009, Jammu
- Industry Meet & Interaction with Uttarakhand Environment Protection and Pollution Control Board 25 June 2009, Haridwar
- Internal Auditors Programme on

Environmental, Occupational Health & Safety Management Systems (EHMS) as per ISO 14001: 2004 & OHSAS 18001: 2007, 29-30 July 2009, Haridwar

- Workshop on Environment Health & Safety – Best Practices, 31 July 2009, Ludhiana
- CII Awareness Programme on Green Buildings, 12 August 2009, Dehradun
- An Interactive Session on Maximizing Renewable Energy Integration in the Hospitality Sector, 20 August 2009, Jaipur
- Yi Environment Session on How to Grow Your Own Fresh Air, 29 August, New Delhi
- Industrial Development and Environment Protection in the Hilly Areas, 4 November 2009, Dehradun
- Training Programme on “Green Buildings” 19 November 2009, Dehradun
- Awareness Session on Green Building Concept, 24 November 2009, Ludhiana
- Workshop on Climate Change and Carbon Markets, 9 December 2009, Baddi; 10 December 2009, Chandigarh; 12 December 2009, Ludhiana; 11 December 2009, Dehradun

**Water**

State	Issues & Recommendations	Outcome
Haryana	Set up a Water Board to address issues related to water management and conservation. Suggestions to address the decreasing water table in the state made	Under Consideration
Rajasthan	Implement rain water harvesting in all government buildings; make rain water harvesting and effluent treatment plants mandatory for all upcoming townships, institutions and commercial complexes	Under Consideration




# building people

## skills development

FROM THE CHAIRMAN, SKILLS & EDUCATION SUB-COMMITTEE, CII-NR

*Skills Development is not only an economic need for the country but also a means for sustainable social development with a long term perspective. Keeping that in mind, this year we focused on converting ITIs into Centers of Excellence (CoE).*



- DR SUDHIR KAPUR



### Haryana May Set Up Skill Development Centre For ITI Trainers

PW BUREAU  
Chandigarh, June 28

The Haryana government proposes to set up a skill development centre for training trainers, emphasising on advanced training modules for students of Industrial Training Institutes (ITIs) and Polytechnics and using latest technologies.

Chief Minister Bhupinder Singh Hooda, who was interacting with a high level delegation of the Confederation of All India

Region, Harpal Singh, and Chairman, CII Haryana State Council, N K Minda, had called on the Chief Minister and submitted to him a set of recommendations on power sector in Haryana and an economic agenda for action.

Hooda said that in two years, Haryana would be a power surplus state.

The recommendation of the CII for power sector focused on modernisation, transmission and distribution loss and up-

ITI adoption - Total reached: 107

**CII Northern Region member companies adopted another 13 ITIs this year**

ITI Excellence Program 2009-10

- 21 ITIs, including all 6 from J&K, were identified to be fast tracked
- The first pilot was launched at ITI Chandausi (Uttar Pradesh) by Dexter

and the final report was presented during Regional Workshop on ITIs held on 12 October 2009 at Gurgaon in the presence of Mr Prabhat Chandra Chaturvedi, Secretary - Labour & Employment and Mr Sharda Prasad, Director General Employment & Training, Ministry of Labour and Employment, Government of India.

- ITIs excellence programme will be completed in 16 ITIs by end of year 2010

### Fast Tracking of 6 ITIs adopted by CII J & K Members

- Six ITIs adopted in J&K under PPP Scheme (3 in Jammu & 3 in Kashmir)
- ITI Gap Assessment Study was completed in August 2009.
- CII took special sanction from DGET that the expenses for fast tracking could be from the Rs 2.5 crore corpus.

### Training programme on 5S for CII adopted ITI Instructors

27 June 2009, Solan

### Regional Conference on 'Accelerating the upgradation process of ITIs under PPP mode'

12 October 2009, Gurgaon

### Modular Employable Skills (MES)

**Scheme:** Under the Scheme, competency based, short duration modular programmes are offered to the youth in the States of Uttar Pradesh and Uttarakhand. CII assessed / certified 1,30,600 candidates (April-09 till date) under the scheme.

### CII Visit to Alwar for initiating Skills Development Centre

22-23 September 2009

### Skill Development Initiatives in Jammu & Kashmir

**Bonyar Project, District Baramulla** where first batch of 80 women completed their 6 months training in the art of sozni, crewel embroidery and tailoring and cutting ensuring them a sustained livelihood.

**Identification of projects for Skill Development in Baramulla:** On the basis of assessment and discussions with state government officials, industry members, proposed projects were: wire nail making plant, c brick making plant, mobile repairing shop, fashion designing / tailoring and beautician training.

In order to give a boost to the education system, CII has initiated as a pilot project 'Shiksha India' in 20 Govt Schools of Jammu and 20 in Srinagar that provides free academic content in Physics, Mathematics, Chemistry and Biology for 6th-10th Standard students. Free online collaborative portal, free learning resource portal, free e-teaching workshop for teachers & free e-teachers club are the key features.

CII upgraded the existing educational infrastructure and started **Computer education** benefitting 200 students by providing a 10 computers lab to Government Higher Secondary School at Laridora, Uri in March 2010.



## Major Skill Initiatives:

**Chetna Career Counseling Centre - Himachal Pradesh:** 1650 students have been imparted latest and relevant career related knowledge and skills training in 3 modules / 55 workshops

**Four-day Study Tour of 172 ITI Students** to Rico Auto Industries Ltd, and Quality Foils Ltd, 25 & 26 June 2009, Dharuheda & Hissar



**Launch of CII-DTC Training Programme**  
Mr Arvinder S Lovely, Minister of Transport, launched the program at the DTC training center, for 500 drivers and conductors.  
9 September 2009, New Delhi

**Initiatives with Police:** Replicating of the model for Police, this year 30 more field level officials were trained bringing the total to 200 over the last four years. The same was done in Himachal for 57 deputy superintendent



of police and sub inspectors and in Punjab where 140 traffic police attended the session.

**Edu Summit '09, 27 August 2009, Chandigarh**

"Empower universities and create an unfettered environment for youth to grow and think differently," said Prof Yash Pal, Chairman, Committee on Renovation and Rejuvenation of Indian Higher Education, Ministry of Human Resource Development, Government of India, at the CII Summit.

# human resources

FROM THE CHAIRMAN, HUMAN RESOURCES SUB-COMMITTEE, CII-NR

*Due to changing demographics, HR functions in future will need to conceive policies and procedures that must address aspirations of a relatively younger workforce. Flowing out of the CII NR theme of Building North for Tomorrow, the HR & IR Sub-Committee, focussed on enhancing the competitiveness of member industries. Towards this, 17 workshops were organised by different state offices on various skills effectiveness and behavioral modules.*



*DL Sharma*  
- DL SHARMA



**9th HRM Summit**  
11 September 2009, Gurgaon

"India has created discontinuity the world over, in the way services were rendered across countries. While these are all matters of pride, they are also scenarios that the country has not dealt with before," said Mr P Rajendran, COO & Director, NIIT Ltd. The primary aim of the Summit was to enable participants to comprehend the immediate challenges for HR leaders in today's volatile business climate, while preparing for the inevitable turnaround and a return to long-term skills shortages.



## Aligning HR to Corporate Strategy

12-13 February 2010, Jaipur

The two day session proved to be a platform for industry experts to share their perspective with multinational organizations, small and medium enterprises, academicians and students. Focus areas were: Dave Ulrich model; change management as the key area of focus with accelerated business; technological and talent landscape changes; Government policies and HR perspective on outsourced



workers to build the fabric of India's 'employable' workforce.

## Two-day Job and Career Fairs

March 2010, Punjab and Himachal Pradesh

- First ever Job & Career Fair in Kapurthala and Hamirpur
- 300 onsite job offers in Punjab and 600 candidates were shortlisted and selected



# building people

in Hamirpur

- Each fair visited by over 4000 candidates
- 30 companies participated in Punjab and 44 companies in Hamirpur
- University participation for first time

## Other HR initiatives in NR

- Young Talent of the Year, 16 April 2009, Lucknow
- Enhancing employability in Knowledge economy- a roundtable discussion, 18 April 2009, Lucknow
- Workshop on Excellence for School Education, 27 April 2009 and 4 May 2009, Jammu & Srinagar
- Practical aspects of Entrepreneurship. Discussion on 11 May 2009, Lucknow
- Industrial visit to impart practical knowledge to IILM Academy Students, 26 May 2009, Faizabad
- Workshop on Apne Lakshya Ki Prapti, 29 May 2009, Pinjore
- Panel Discussion on University Industry Interface: Breaking Barriers Building Bridges, 19 June 2009, Dehradun
- Session on Campus to Corporate, at University of Petroleum & Energy Studies (UPES), 21 July 2009, Dehradun
- Session on Smooth Transition: Classroom to Work Place 21 July 2009, Greater Noida
- Workshop on Creating a Manager's Manager 3 Sept 2009, New Delhi
- Session on Strategic Management in the Global Environment and Nurturing Creativity & Innovation, 25 September 2009, NOIDA
- Session on Team Building for Increased Motivation & Productivity and Stress Management, 26 September, NOIDA
- Seminar on Competitiveness through Innovative HR Practices 9 October 2009, Baddi
- Training Programme on Discover the Power (Fire the Walk) 19 November 2009, Amritsar
- CII- PTU sign MoU for Creating Employable Workforce in Punjab, 4 November 2009, Jalandhar
- Study Mission on HR Best Practices 12-13 November 2009, Mumbai
- Workshop on How to Develop Supervisory Skills 20 November 2009, Chandigarh

## AFFIRMATIVE ACTION

*H E Shri Jagannath Pahadia, Governor Haryana, at Consultation on Inclusive Economy, Chandigarh*



- 4 members signed the CII Code of Conduct for Affirmative Action in 2009-10, bringing the tally to 178
- 90 new entrepreneurs added this year, 16 trained as certified neighborhood electrician, 25 through Sheraton Rajputana and with engagement of 21 other companies the toll reaches 245
- Vardhman's five week capacity enhancement training commenced on 1 May 2009 for 42 SC/STs. Glaxo Smithkline in Kharkhoda block of Sonipat Haryana initiated second batch

of 30 candidates to be trained for one year in IT.

- CII initiated an employability enhancement project for 20 SC/ST candidates of Chandigarh through Regional Centre for Entrepreneurship Development. Three months job oriented training in computer based finance & accounting and modern office management would be imparted.
- CII in partnership with National Institute for Entrepreneurship and Small Business

Development (NIESBUD), organized 2 months training for 52 SC/ST & BPL candidates in the hospitality & retail sectors in Chandigarh

- 197 new scholarships have been given to SC/ ST students, 31 by NDPL and 161 by Rishabh Velveleen. This brings the NR total to 404.
- Bharti Foundation, a CII member imparted primary education through its 159 Satya Bharti Schools to 18238 students of which 72% were SC/ST. 104 Bharti Libraries reached out 27022 students of which 50 % were SC/STs and 26 Bharti Computer Centers benefitted 15480 students of which 50% were SC/ST



## BEYOND BORDERS...



### CII – Government of Punjab Business Mission to Israel, Egypt and Dubai

16-20 November 2009

With the objective of studying innovative irrigation technologies, systems and accessories in water deficient countries, a high powered delegation led by Mr S Parkash Singh Badal, Chief Minister of Punjab visited Israel, Egypt and Dubai.

The mission also sought to study their modern supply-chain infrastructure model. It was also a step towards forging business linkages to explore international markets for Punjab's agri products. The Chief Minister assured full support and cooperation to the interested investors.

The delegation included Mr Sanjiv Nagpal, MD of Nasa Agro Industries, Mr Vikram Ahuja, Director, Zamindara Engineering & Autos, Mr Jaivir Singh, Vice President, The Impact Group of Companies, Ms Charu Mathur, Regional Director, CII Northern Region and Mr Pikender Pal Singh, Director & Head – CII Sectoral Projects.

## PROMOTING PARTNERSHIPS



Session on Israel for greener Rajasthan through olive plantation, 19 March 2009, Chandigarh

Session on Opportunities for trade tie-ups with Burkina Faso, 26-27 March 2009, Ludhiana

Conference on Indian Domestic Market: Opportunities for Business Services in the Evolving Landscape  
29 May 2009, Gurgaon

Business seminar on Nordic Markets  
4 August 2009, Chandigarh

Seminar on Doing Business with the United Nations  
8-9 October 2009, New Delhi

Session on Business Opportunities with Griffith, Australia, 18 November 2009, Chandigarh

Seminar on Business Opportunities in British Columbia, Canada, 22 January 2010, Chandigarh

Interaction with the representatives of Indian Council for Research on International Economic Relations (ICRIER) to discuss concerns of industry on Indo-Pak Trade  
25 January 2010, Amritsar

## PROGRAMMES

### Session on 'Doing Business in and with UK'

29 July 2009, Chandigarh

Led by Ms Patricia Hewlett, MP and Chairperson, UK India Business Council, a high profile business delegation from UK, sought to explore partnerships. She also released a report 'Opportunities for UK in Emerging Cities of India' which identifies Chandigarh as the next best investment destination in this region. The session was attended by over 100 industry delegates.

21 July 2009, Chandigarh



# — exploring horizons



Left to right: Release of report 'Opportunities for UK in Emerging Cities of India' during the session 'Doing business in and with UK; Interactive session in progress with Ms Shana Sherry, Economic Officer of the US embassy; Session with Mr Blair Hall, Minister Counselor, US Embassy

## TRADE ON!



Canada invites Indians for business partnerships

"To give a thrust to the food processing industry in North India, it is necessary to introduce Integrated Food Development Centre into India's Food Park Model," said Ms Lynda Lowry, GM & COO, Food Development Centre, Manitoba Agriculture, Food and Rural Initiatives, Canada. Sharing the infrastructural perspective for the sector, she said a that centre in North India would provide the agri-food industry with the expertise to successfully develop and commercialise food products.

## Inviting greater Indian investment into Ireland

17 August 2009, Chandigarh

"India and Ireland are natural business partners, sharing strong similarities in history and culture," expressed H E Mr Kenneth Thompson, Ambassador of Ireland to India, while speaking at the business meet to build business investment partnership with Ireland. Reiterating its commitment to give a fillip to Indo-Ireland

trade, Ms Minakshi Batra, Director-India, IDA Ireland, explained the model of IDA which is a primary government agency responsible for the promotion of foreign direct investment into Ireland.

## Session with Mr Blair Hall, Minister Counselor, US Embassy

5 September 2009, Amritsar

Mr Blair Hall emphasised on the need for strategic tie-ups between India and US in the field of trade particularly in use of clean energy and energy efficiency equipment. Mr Gunbir Singh, Chairman, CII Punjab, stated the need for further collaboration between the US and Punjab on agro farming technology and agro processing and added that Wal Mart was a standing example of partnership at the retail level.

## Meeting with Shana Sherry, Eco officer, US Embassy

15 September 2009, Lucknow

To boost investment in Uttar Pradesh, CII organised a meeting with Ms Shana Sherry, who appreciated the state's potential and wealth of talent pool. The members informed about the various initiatives/projects that were going on especially, in the field of infrastructure.

## Session with Mr Johannes Cornelis De Bruign, Country Coordinator PUM, Netherlands Senior Experts

25 October 2009, Amritsar

Mr Johannes Cornelis De Bruign informed that PUM has 4000 senior experts and is active in 70 countries. In 2008, 120 projects had been executed in India. Mr Jitinder Jain, Chairman, CII Amritsar Zonal Council urged the industry leaders present on the occasion to take maximum benefit of this opportunity since the offer in India was valid only till 2011.

## Interaction with representatives of Valmont Irrigation, USA

13 December 2009, Ludhiana, Jalandhar

A team of senior experts from world-renowned irrigation firm Valmont, USA interacted with prominent agriculturists, senior government officials and progressive farmers to explore the feasibility of new irrigation equipment suited to Indian conditions.



# Fully Loaded

CII CONSUMER FAIR HAS SOMETHING FOR EVERYONE

SHEVEETA BHATIA

**IRRESPECTIVE** of whether you are in a mood to shop or not, this is one place you just cannot walk out of without splurging. For the CII Consumer Fair is as check-a-black with luxury and hi-tech goods as with the basic essentials. Turning 14 this year, we give you a look down on what's buzzing here:

**From Across Borders:** The international arcade brings a wide range of products from Pakistan, Egypt, Thailand, Turkey, and Indonesia. Pakistan takes the biggest bite of the pie with about 25 stalls. While the Pakistani juttis are priced in the range of Rs 400 to Rs 450, embroidered saris from Lahore leave you spellbound. From Thailand comes semi-armed candies and from Indonesia, dry flower arrangements.

**Causes It's special:** This is one show that gives ample space to those working for a noble cause. Then whether it's for the disadvantaged, the underprivileged or for saving the environment. For starters, Vidyal Chaya, a registered charitable organisation, displays motives done up with bottle caps to highlight the cause of women's health. Association of Women Entrepreneurs and Young Women (United) displays motivational items. Sponsored by CII, the fair also features a stall for the 'Save the Environment' campaign.



**Traditional Delight:** For those who like state-specific goods you just cannot miss the States of India section, for here there are stalls set up by Government of West Bengal, Rajasthan, Uttar Pradesh, Goa, Karnataka and Madhya Pradesh.

While Goa brings in art-facts in shells, Rajasthan displays kurtis and bags, West Bengal with 60 artists rates the show here.

**Money Wise:** Looking for items or investments, then check out the 'empire' bank stalls and those by real estate companies including Jaipuria, Sky-lark Apartments, Palm Court, Essar MGF and Avion Realty with their property models.



H E Gen (Retd) S F Rodrigues, PVSM & VSM, Governor Punjab & Administrator, U T Chandigarh, inaugurating the Chandigarh fair.

## CII CHANDIGARH FAIR 2009 The Premier Shopping Festival

9 October - 12 October 2009

- Organised every year, CII Chandigarh Fair was 14th in the series
- 196 exhibitors
- Spread over 3250 sqm of space at Parade Grounds
- 10 concurrent shows: States of India, International Arcade, Consumer Fair, The North India Auto Show, Infocom, Mega Brands, Décor, Finmart, SecureEx, Persona
- State Participation: Goa, Karnataka, Madhya Pradesh, Rajasthan, Uttar Pradesh and West Bengal
- Madhya Pradesh, Uttar Pradesh, Karnataka participating for the first time
- Pakistan participating with 25 companies
- Product display from Egypt, Turkey, Thailand and Indonesia
- 125 repeat participants
- 71 new participants
- Over 2 lakh visitors

Exhibitors happy with sales, want to come again next year



Special attraction at this year's Fair was the International Arcade 2009 stocking a bouquet of products from Pakistan, Dubai, Thailand and Egypt



## सी.आई.आई. कुलैक्स-2009 के दूसरे दिन जुटी भारी भीड़

चंडीगढ़, 11 अप्रैल (प्रीत): किसान भवन में आयोजित 4 दिवसीय कुलैक्स-2009 के दूसरे दिन आज भारी भीड़ जुटी। इस मौके में देश-विदेश की लगभग 15 एयर कंडीशनिंग एवं रेफ्रिजरेशन उद्योग अपने उत्पाद प्रदर्शित कर रहे हैं। पंजाब कैसरी से विशेष बार्दा के दीपन अधिकार कंपनियों लोगों में अपने उत्पादों के प्रति रुझान से संतुष्ट नजर आई। वैश्विक आर्थिक संदी के दौर में दर्शकों ने न केवल उत्पादों के प्रति रुचि दिखाई, अपितु खरीदारी एवं बुकिंग करते भी नजर आए। गोदौन के गौडनन सेसस मेडियर पिक्नस मिड ने बारास कि बानर में



Chandigarh, COOLEX – 2009 being inaugurated by Smt Kamlesh Banarsi Das, Mayor of Chandigarh

## COOLEX 2009 counters soaring mercury

27 March 2009, Lucknow; 10 April 2009, Chandigarh; 1-4 May 2009, Ludhiana

COOLEX – 2009, CII's exclusive exposition on air conditioning and refrigeration was inaugurated in Lucknow by the mayor, Dr Dinesh Sharma, who said that COOLEX had come to represent value to the industry and consumers as an established platform to generate exposure to contemporary technology, showcase the latest product offerings and gear up local industry for competition.

12<sup>th</sup> in the series, the four-day long exposition presented a wide range of the latest products in refrigeration and air conditioning, with varied cooling solutions to counter the soaring mercury levels.

At Chandigarh, COOLEX – 2009, was inaugurated by Smt Kamlesh Banarsi Das, Mayor of Chandigarh. In comparison to last year, COOLEX – 2009 witnessed a 15 % increase in the space sold to 15 exhibitors showcasing their niche products.

**For the first time in Ludhiana!** Having tasted success in Chandigarh and Lucknow, COOLEX decided to spread its wings to enamour, for the first time, the residents of Ludhiana and nearby areas. COOLEX 2009, Ludhiana, generated business enquiries worth 12 crores and attracted huge number of visitors in four days .

## Kitchen and Beyond

1-4 May 2009, Chandigarh; 8-11 May 2009, Ludhiana; 5-8 March 2010, Chandigarh

## CII's Kitchen Expo Sees Huge Response Despite Recession

FWBUREM  
Chandigarh, May 4

CII's annual exhibition on modern kitchen concepts — Kitchen and Beyond-2009, which ended today, saw a good response from the visitors and generated queries worth Rs 50 lakh.



storage containers and picnic kits, consumer appliances like food processors, electric channneys, gas ranges, gas lighters, water purifiers, toasters, microwave ovens, mixers, grinders, dishwashers, electric cookers, tan-diors, cabinets and sinks, shopping and cutting aids, gas milk dispensers, hand-die-

Kitchen & Beyond 2009, CII's exclusive exhibition on modern kitchen concepts, got overwhelming response. First time in Ludhiana, the show on kitchen equipment and accessories, featuring varied options for healthier, more attractive and user-friendly kitchens showcased a varied product portfolio catering to the needs of contemporary lifestyles.

Attractive, convenient and time saving gadgets aimed at making cooking a pleasure. While the sleek kitchen modules attracted those refurbishing or redesigning their homes, home-makers found a wide range of accessories for their kitchens.

In Chandigarh, the exhibition returned to the city for the 10th consecutive year.



#### FROM THE CHAIRMAN, CSR SUB-COMMITTEE, CII-NR

*The focus this year has been gender mainstreaming. The unique Nanhi Chaan initiative promoting girl child education and environment conservation was launched in Chandigarh and Uttarakhand. CSR wings were spread by making aware the second generation entrepreneurs. Joining of hands with the Government was a huge step ahead wherein CII collaborated on various projects run by Social Welfare Department in Chandigarh.*

- D K JAIN



### CII partnered UT Administration's Social Welfare Department

14 January, 2010, Chandigarh

All the proceeds from the 'Indo Pak dostana' initiative - the 'Made in Pakistan' show organised in December, were donated to initiate three projects in collaboration with Department of Social Welfare, Chandigarh Administration and NGOs:

- Establishing an Electrotherapy unit at Asha Kiran, a vocational training centre for differently abled by installing six physiotherapy & electrotherapy machines
- Computer Lab at Juvenile Centre for underprivileged youth
- Start of computer based Finance & Accounts training for SC/ST youth

#### C S R MAINSTREAMING

### Mainstreaming CSR: Engaging young, progressive leaders

2 July 2009, New Delhi

"The nation has a large population living below the poverty line. It is, therefore essential that the corporate sector plays a proactive role to help government address the needs of this section," suggested Mr Pradeep Jain, Union Minister of State for Rural Development. Mr Harpal Singh, Chairman, CII Northern Region & Mentor & Chairman Emeritus Fortis Healthcare Ltd, highlighted the need for enterprises to look at themselves as organisations for the community. Mr D K Jain, Chairman, CSR Sub Committee, CII – NR & CMD Lumax Industries Ltd and Mr Bharat Wakhlu, Co-Chairman CSR Sub-Committee, CII NR & Resident Director, Tata Services Ltd, also addressed the gathering of over 70 representatives of SMEs.



Mr Pradeep Jain, Union Minister of State, for of Rural Development, at the session on 'Mainstreaming CSR'

### CII – DCM Engineering join hands to save girl child & protect the environment

13 October 2009, Ropar

As part of DCM Week Celebrations, CII Punjab and DCM Engineering

Products, Ropar organized a tree plantation drive and awareness camp to sensitize the residents of Asron and nearby villages on female foeticide.

A street play highlighting the need for women's empowerment and protecting the girl child was also performed by students of DAV Institute of Engineering & Technology, Jalandhar.

An awareness march by students was flagged off by Mr J K Menon, Managing Director, DCM Engineering Ltd and 50 saplings planted at the premises of Government Primary School, Asron to pledge support towards saving the girl child and protecting the environment.



# reaching out

## HEALTH

### HIV / AIDS

- **30 HIV/AIDS awareness session and training programmes** have been organised in Haryana, Punjab, Chandigarh, New Delhi, Himachal Pradesh, Jammu and Uttar Pradesh reaching out to 4237 industrial workers.
- **HIV/AIDS Helpline:** The 24x7 toll free HIV/AIDS Helpline 1800 180 2008, enabled by two counselors, has been accessed by 2393 individuals till date since its inception in September 2009 while the service of manual helpline at Lucknow has been accessed by 1030 individuals during the year.

### Programmes

- CII reached out to industrial workers on Awareness *18 April 2009, Jammu*
- CII Partners Delhi Government to catalyse Industry Involvement in Prevention, *10 June 2009*
- Train the Trainers' Session, *10 November 2009, Chandigarh*
- Strengthening Partnerships for Safer Tomorrow - Sensitization Programme *20 November 2009*
- Advocacy cum Training Programmes for CII members, *13 November 2009, IDS Infotech, Chandigarh*
- Visit of UNAIDS, World Bank officials to HIV Helpline facility, *17 November 2009, Chandigarh*
- Session by International Labour Organisation, Delhi State AIDS Control Society & CII *20 November 2009, New Delhi*
- World AIDS Day - CII launches Workplace Intervention programmes *1 December, Connoisseur Infotech Ltd, Mohali*
- 'Be Aware Be Safe' - Awareness Session

for workers, *5 December 2009, Lucknow*

- Building Partnerships for Safer Tomorrow – Blood Donation Camp & Awareness Session, *19 December 2009, Chandigarh*
- Visit of Ms Kousalya, President, Positive Women Network Plus to HIV Helpline facility, *16 January 2010, Chandigarh*

### Blood Donation Camps

- *23 July 2009, Steria*  
CII – Rotary organised a blood donation camp at Steria to commemorate Kargil Diwas. More than 200 units of blood were collected.
- CII and Chandigarh State AIDS Control Society organized a voluntary blood donation camp and awareness session. The initiative got huge response and 272 units of blood were collected at the camp. Mr Pawan Kumar Bansal, Member Parliament was the Chief Guest.
- *2 April 2009, Gurgaon*  
Blood donation camp at Hero Corporate Services Ltd and its subsidiary companies in collaboration with Indian Red Cross Society and Indian Business Trust for HIV/AIDS.

### Disability

The placement of 24 orthopedically disabled candidates was explored with different member companies. 401 profiles of vocationally qualified disabled candidates have already been collected.



Second from top: Tree plantation drive at Chandigarh

Third from top: Food Safety session at Lucknow on World Food Day

Second from below: Pawan Bansal, Union Minister for Water Resources, at the blood donation camp



## Learning How To Play Golf

28 March 2009, Chandigarh

A session on 'Learning How to Play Golf' was organized at CGA range. Mr Jesse Grewal, Class 'A' teaching professional, explained the techniques of driving, putting, chipping and striking the ball. Rules of golfing, various kinds of clubs and origin of golf were also discussed.

## Yi Bowling Championship 2009

30 July 2009, Gurgaon

Young Indians (Yi), Delhi Chapter organised a Bowling Competition for the school students of Delhi and NCR at BluO Ambience Mall. The event provided an exciting bowling experience to the young adults.



Wine and art aficionados experience the highs of life

## Flavours blend at CII

### Art and Wine Appreciation

4 December 2009, Chandigarh

YI Chandigarh Chapter took another step forward towards supporting the education of under privileged girl children by organizing a high profile 'Art and Wine Appreciation Session' for the city's glitterati. Participants enjoyed 5 different varieties of red & white wine with Mr Yashowardhan Saboo, Past Chairman, CII Chandigarh Council & Founder of The Chandigarh Wine Club. Mr Bhavmit Chandoak, Yi Member & Authorized Art Curator made a presentation on how to select Art. A display of 30 paintings was put together by Ms Neenu Vij, Art Curator.

tered canvases on the periphery, exhibited by 28 artists from across the country and

says Seema Jindal, a Gurgaon-based artist who was there to display her artwork as well.

### TOWARDS A HEALTHY NATION

## Campaign on Swine Flu

25-28 August 2009, Chandigarh

Over 1000 citizens were made aware of the myths and facts of swine flu through series of 5 awareness sessions in the city. The campaign was an attempt to make sure that the people have the right information to avoid unnecessary panic in the city.





# Young Indians

## Health check-up camps - Towards better health

7 September 2009, 25 October 2009, New Delhi

Yi organized Health check-up camps for over 1000 underprivileged children in the city. The deworming campaign, launched in February 2009, was taken forward with distributing Albendazole tablets to the children of Udaan AIE Centres managed by BPF, during these camps.

## Blood Donation Camps

9 September 2009, Chandigarh; 16 September 2009, New Delhi

More than 50 students from different education institutions participated in the voluntary blood donation camp. Government Medical College & Hospital presented a certificate of appreciation to all the donors.

### PROCURING PROFICIENCY



Yi learning session on 'Challenges before Young India', 9 May 2009, New Delhi

In the heat of elections, the session was in the format of a political debate that included representation from Congress, Bharatiya Janata Party, Communist Party of India and an independent candidate. Mr Rahul Chawla, Chapter Chair, Yi Delhi & National Events Chair in his welcome remarks introduced the newly formed council. The session was recorded and telecast by Headlines Today. Around 80 members and guests attended the interactive debate.

## Yi session on Mumbai Dabbawalas: Masters of Supply Chain Management, 12 September 2009, New Delhi

28 January 2010, Chandigarh

The business of the Mumbai Dabbawala is not a catering business but that of managing an effective supply chain. The Dabbawalas deliver approximately 2,00,000 lunches everyday from suburban homes to downtown offices. Dr Pawan G Agarwal, CEO of the Mumbai Dabbawala Association gave the members a bird's eye view of the achievements in terms of their receiving the six-sigma quality parameter.

## Learning session on Leadership: Effectiveness to greatness, 29 August 2009, New Delhi

## Learning On-Line Marketing, 13 November 2009, Chandigarh



## 'The Art of Leadership' with William S Cohen, Former United States Secretary of Defence, 19 November 2009, New Delhi

At the Yi-organised session, Mr Gautam Thapar, Chairman, Aspen Institute India introduced Mr Cohen as one of the 200 world leaders. Mr Cohen said that there were many components of leadership like intelligence, self confidence, knowledge, ability to motivate & inspire, perseverance, sharing credit, being open minded, ability to look at things differently which largely depend on place, time and the prevalent culture.

## Yi Learning Mission to Delhi International Airport Ltd (DIAL), 17 April 2009, New Delhi

## Session on New Trends of Marketing in the Current Scenario, 3 August 2009, New Delhi and Gurgaon

## Yi spreads Awareness on Income Tax

17 September 2009, Chandigarh

## Two Yi Student Nets launched at The Shri Ram schools, 13 April 2009, Gurgaon

## Yi Student Net launched at Vidya Sanskar International school, 22 April 2009, Faridabad



# chandigarh

making chandigarh  
the civic capital of india



Partap K Aggarwal, **Chairman**  
CII Chandigarh Council



## Annual Session: 'Chandigarh: New Direction, New Paradigms'

3 March 2010

The annual session envisioned to make Chandigarh the civic capital of India and focused on connectivity and coordinated development. Few recommendations included: Need for higher degree of coordination amongst the three governments in framing policies and finalizing projects for the tri-city to pace development; Chandigarh can be an innovation hub, with its strong education institutional base along with best of civic amenities; Launch of a 'Smart Energy Campaign' in Chandigarh to promote use of renewable energy.

"It is equally important to maintain the uniqueness of Chandigarh, while focussing on development."  
- Shivraj V Patil, Governor, Punjab & Administrator, UT, Chandigarh



CII Leadership talks launched a CEO Series in the city to help its members gain from the personal experiences of eminent CEOs. Mr Subodh Bhargava, Past President CII & Chairman Board, Tata Communications Ltd and Wartsila India Ltd, Mr Tejpreet S Chopra, President and CEO, GE India, Sri Lanka & Bangladesh and Mr Gurcharan Das, eminent author, shared their experiences and vision.

## Take renewable energy to every citizen in Chandigarh, Administrator to CII

19 February 2010

Mr Shivraj V Patil, Governor, Punjab &

Administrator, UT Chandigarh, inviting CII to play a lead role in promoting renewable energy in the city, said, "Every house in Chandigarh should have a solar room, to overcome the challenge of power shortage. As Chandigarh does not have any power generating unit, renewable and alternative sources of energy are a must." Mr Deepak Puri, Deputy Chairman, CII Northern Region, complimenting the administration for its master plan to make Chandigarh a Solar City, assured that CII would do a Chandigarh-specific campaign & road show to promote energy-friendly measures and alternative sources of energy.

## Seminar on Competition Law and its Enforcement

7 November, 2009

CII in partnership with High Court of Punjab & Haryana and Competition Commission of India held a seminar to discuss the relevance of the law in the global context. Mr Y Saboo, Past Chairman, CII Chandigarh, requested the Competition Commission of India to look into the recommendations submitted by CII.

Eminent speakers at the session included, Gen (Retd) Dr S F Rodrigues, PVSM VSM, then Punjab Governor and Administrator, Chandigarh; Mr Manpreet Singh Badal, Finance Minister, Punjab and Dr Justice Arijit Pasayat, Chairperson, Competition Appellate Tribunal.



## Engaging with Government

Mr Pradip Mehra, Adviser to Administrator, U T Chandigarh, 24 March 2009

Mr Ram Niwas, Home Secretary, UT Chandigarh 24 March 2009

Gen (Retd) S F Rodrigues, PVSM, VSM then Governor, Punjab and Administrator, 2 April 2009 UT Chandigarh

Mr Suneel Dutt, Airport Controller, Civil Air Terminal, UT Chandigarh, 21 April 2009

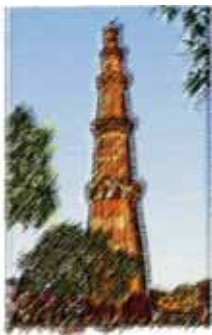
Mr Sanjay Kumar, Secretary - Finance & Power, UT Chandigarh, 26 October 2009



Top right: Interaction with Mr Shivraj V Patil, Governor, Punjab & Administrator U.T. Chandigarh



Right: Dr S F Rodrigues, PVSM VSM, lighting the lamp at the seminar on Competition Law and its enforcement.



## delhi

### preparing delhi for commonwealth games - 2010



Rumjhum Chatterjee,  
**Chairperson**  
CII Delhi Council

### Annual Session: '1st Delhi Tourism Conclave: Unleashing the Potential of Delhi'

15 March 2010



In light of the upcoming Commonwealth Games 2010, Delhi is poised to emerge as a civic, responsive and sophisticated tourist destination, said Smt Shelia Dikshit, Chief Minister, Government of NCT of Delhi.

She urged private sector participation as an active instrument of change. Delhi is registering monumental transformation in infrastructure, transportation and going green. The Tyag Raj Stadia, near NDMC has qualified as the only true green stadium

in the world, which conserves water and power and is made of eco friendly building material. Urging the participants to share innovative ideas, Ms Rina Ray, Managing Director, DTTDC said that the aim is to project the best facets of the city in sports as well as culture.

Mr Harpal Singh, Chairman, CII Northern Region, listed Delhi as modern, sensitive, pluralistic, responsive and culturally rich. The recent CII-Institute of Competitiveness Report, 'The Liveability Index 2010' has ranked Delhi as the topper in overall quality of life. Ms Rumjhum Chatterjee, Chairperson, CII Delhi State Council, pointed that Commonwealth Games 2010 would be the first green event globally, and in this CII's initiatives like Green-a-thon and Nanhi Chaan are very apt.

## Conference on Delhi: A world-class city in the making

18 June 2009

"There is need for administrative reforms and the central government is looking into it," the Chief Minister of Delhi, Smt Sheila Dikshit said at the conference.

Supporting this demand, Mr M S Gill, Minister for Youth Affairs and Sports said, "I do believe that there has to be a unity of command and it is difficult to govern a state if the police and civic authorities are not under one control."

He further informed that the Government had increased the outlay for stadium development to Rs 2,460 crore from Rs 1,000 crore.

## Seminar on safe & secure shopping

24 March 2009

The event outlined a need for strategic security management during the upcoming Commonwealth Games. It also urged for women-friendly shopping complexes, with design and surveillance module to deal with potential safety threat.

## Conference on Integrated transport solutions for NCR

9 January 2010

Dr Noor Mohammed, Member Secretary, NCR Planning Board shared details of the Integrated Transport Plan prepared by the Board. Mr J S Sindhu, Joint Commissioner, Transport, Government of NCT Delhi said that while the road length in Delhi had grown by 3.7% over last 40 years, the number of vehicles had increased 26 times.

Mr Schmidt Manfred, Director, Sales & Marketing, Hybrid Drives World Wide, Siemens, shared the concept of hybrid transportation, which runs on a combination of batteries and fossil fuel. The conference was organized at the Auto Expo, Delhi

## CII Recommendations on Industrial Estates presented to Delhi Government

- All industrial estates in the state should be under DSIIIDC, which should create an independent agency to govern these and headed by a CEO
- Single window system should be set up
- Maintenance should be done by a governing body comprising of representatives of key units in the estate and government officials. The body should be financially empowered with a portion of the development charges collected from respective estates allocated for this

## Skills mapping study for Delhi

1 December 2009

Following a presentation on the Skills Mapping Study for Delhi to the Executive Council of the Delhi Skills Mission, chaired by Mr Rakesh Mehta, Chief Secretary, the proposed study was approved. The Delhi Skills Mission aims to contribute to Delhi's development by training local populace in areas that have high growth, besides improving the quality, quantity and reach of both the short and long-term skill training. CII has been invited to be a part of the Governing Council, headed by the Chief Minister of Delhi and the Executive Council, headed by the Chief Secretary.

## Engaging with the Government

Lt Gen Ashok Vasudeva, Additional Director General, Organising Committee, Commonwealth Games  
24 July, 2009

Mr Rakesh Mehta, Chief Secretary, 13 October 2009

Mr KK Sharma, Principal Secretary, PWD  
15 December 2009

Mr Dharmendra Kumar, Secretary, Environment  
27 August 2009





### Preparing for Commonwealth Games: CII's Nine point Agenda

1. Provide soft skills training to 500 bus drivers and conductors.
2. Soft skills programmes for Delhi Jal Board (DJB) officials conducted and similar ones planned for Delhi Police.
3. In Rajasthan, CII has been working with Police on soft skills and this model is replicable in Delhi.
4. Special medical tourism and healthcare package, including emergency packages during the 2010 Games.
5. CII members will be adopting parks, traffic islands and roundabouts and help in the beautification of the city.
6. Traffic management, drivers training, and road safety measures.
7. Enroll hotels and restaurants to volunteer to adopt water conservation measures and submit themselves to an independent audit.
8. Training modules for drivers, waiters & security guards.
9. Help with the identification & training of volunteers.



## haryana

### development through sustainability & competitiveness



Nirmal K Minda, *Chairman*  
CII Haryana Council

### Annual Session: 'Nurturing New Growth Centres in Haryana'

4 March 2010: New Delhi

"Look beyond Gurgaon. Rohtak, Panipat, Sirsa, Karnal, Ambala, Kurukshetra... Haryana must focus on these if it does not wish to face social unrest and wants to ensure social equity," said Members of Parliament, Mr Deepender Hooda from Rohtak and Mr Ashok Tanwar from Sirsa. Infrastructural concerns – road connectivity, power and water in place, setting up an SPV and bid for private sectors



participation to develop growth centers in a very transparent manner were the focus of discussion. Opportunities in Sirsa with the coming up of the first Nuclear Plant post the Indo-US Nuclear Deal will be huge, they said.

Mr Nirmal K Minda, Chairman, CII Haryana suggested inviting big enterprises, automatically paving way for development. "Such a model will facilitate entrepreneurship, skill development and empower people at large. PPP arrangements in infrastructural domain will be a win-win situation for the society and business", he added.



## Meeting with Shri Bhupinder Singh Hooda, Chief Minister, Haryana

27 June 2009, New Delhi

A high level CII delegation led by Mr Harpal Singh, Chairman CII Northern Region and Mr N K Minda, Chairman, CII Haryana Council called on the Chief Minister, Mr. Bhupinder Singh Hooda. A set of 'Recommendations for Power Sector' was presented him. CII's suggested 'Economic Agenda for Action' was also presented. This document stressed on growth across key sectors of agriculture, industry, power, labour, healthcare, infrastructure, tourism and environment.

## Resolving labour unrest

11 September 2009

Labour unrest started brewing in Gurgaon, Manesar and Rewari in the last week of August 2009.

A CII delegation led by Mr N K Minda, Chairman, CII Haryana, apprised the Chief Minister about the situation and held meetings with Mrs Surina Rajan, Labour Commissioner, Mr DPS Nangal, Divisional Commissioner, Gurgaon, Mr S S Deswal, Police Commissioner, Gurgaon and other officials in quick succession to resolve the issue.

## Raising power issues

27 September 2009

The Power Panel of CII Haryana led by Mr G C Narang met Mr Bhaskar Chatterjee,



Left to right: Mr SS Deswal, during the session on sustaining growth in Gurgaon; Mr Samir Mathur, Financial Commissioner & Principal Secretary, Transport & Civil Aviation, Government of Haryana; Interaction with Y S Malik, Financial Commissioner & Principal Secretary Industries, Government of Haryana

Chairman, Haryana Electricity Regulatory Commission and CII submitted a petition against the proposed hike in power tariff besides a few recommendations.

**Status:** Haryana Electricity Regulatory Commission (HERC) on 4 December 2009 passed an order in favour of industry that there will be no hike in power tariff as requested by the distribution companies/ utilities.

CII Haryana had also submitted a comprehensive document on power recommendations for introduction of privatization in power distribution companies to improve the efficiency and minimize T&D losses to Chief Minister of Haryana

**Status:** On December 2009, it was announced that the power distribution in Gurgaon and Panipat will be temporarily managed by a private distribution company as a pilot project with the view to reduce transmission & distribution losses.

## Infrastructure: Internal connectivity and construction of overbridges

1-2 July 2009

After submission of specific recommendations on infrastructure to Chief Minister, Mr Bhupinder Singh Hooda, Mr N K Minda along with the members of Infrastructure Panel met Mr R K Khullar Commissioner, Municipal Corporation, Gurgaon, Mr R K Kataria, Deputy Commissioner, Gurgaon, and Mr S Deswal, Commissioner of Police, Gurgaon. Among

other recommendations, the CII delegation focused on construction of foot over bridges on the national highway and introduction of new buses in Gurgaon.

**Status:** Repair work on several roads is in progress. Five Foot over bridges would come up on the National Highway.

## Revision of Industrial Policy

10 December 2009

CII Haryana highlighted the need for revision of Industrial Policy of Haryana in a meeting with Mr Y S Malik, Financial Commissioner and Principle Secretary, Industries, Ms Surina Rajan, Labour Commissioner, Gurgaon, Ms Jyoti Arora, Managing Director, HVPNL, Mr Rajeev Arora, Managing Director, HSIIDC, Mr S K Monga, Member Secretary, Haryana State Pollution Control Board.

**Status:** Following CII recommendations, Department of Industries, Haryana is in the process of formulating a new industrial policy.



## Engaging with Government

Mrs Urvashi Gulati, Chief Secretary, 15 December 2009, Chandigarh

Mr Chattar Singh Principal Secretary, 15 December 2009, Chandigarh

Mr Raj Kumar, Financial Commissioner & Principal Secretary, Industrial Training & Technical Education, 13 May 2009, Gurgaon

Mr Yudhbir Singh, ADC, Sirsa, 27 May 2009, Gurgaon

Mr Madhusudan Prasad, Financial Commissioner and Principal Secretary - Power Deptt., Mr Sanjeev Kaushal, Managing Director, Haryana Power Generation Corporation Ltd, 9 July 2009, Chandigarh

Mr Samir Mathur, Financial Commissioner & Principal Secretary, Transport & Civil Aviation, 13 February 2010, Gurgaon

Mr Y S Malik, Financial Commissioner & Principal Secretary Industries, Mr Rajeev Arora, Managing Director, HSIIDC, 20 February 2010, Gurgaon



## himachal pradesh

sustaining growth for tomorrow



Anil Sehgal, *Chairman*  
CII Himachal Pradesh Council

### Annual Session : Himachal Pradesh : 'The drivers for growth'.

13 March 2010, Shimla

Agri & food processing as well as IT sectors could emerge as the growth drivers for the state if appropriate focus and policy framework were worked out, summed up the discussions at the annual session. The Chief Minister, Prof Prem Kumar Dhumal appreciated CII's support, saying it was on their recommendations that the poly house scheme came into shape in the state.



He consented to form a joint committee with CII to deal with industry issues, adding that this committee should meet on a quarterly basis.

The key areas discussed:

- Agri & food processing
- Information Technology
- Infrastructure development
- Education: Himachal to become first state to

formulate 'right to education' from 1st April 2010. Parent – teacher committees to be formed to make the system more practical and workable

- Climate Change: CM apprised of the proposal submitted by CII wherein three specific activity areas were proposed to make Himachal Pradesh the first carbon neutral state without compromising on its social and economic development targets

## Central boost to IT, agro-processing in state



## Growth roadmap for Himachal Pradesh

28 July 2009, Shimla

At the interactive session with Mr Ajay Shankar, Secretary, DIPP and Mrs Asha Swarup, Chief Secretary, Government of Himachal Pradesh, CII presented a four pronged strategy: Creating 'commons' in industry niches, investing in skills, leveraging competitive advantages and brand building as roadmap. Some of the branding ideas for the state included organizing an Apple Fest, building Kullu Dusshera as an international event, creating design centers across industries and setting up herbal parks. Following this meeting, CII has prepared two reports - A vision document for 'Agri and processed food industry in Himachal Pradesh' and an approach paper for 'ICT policy of Himachal Pradesh'.

## Skills development

**Project Chetna:** Project Chetna, an initiative to make Himachali youth employable by bridging skills gap, has received encouraging response. The project which started with 916 students has reached 7 colleges with 3000 students trained. The first phase was sponsored by ACC Limited and Ambuja Cement.

**Skills Development Centre:** CII has initiated setting up of a Skills Development Centre as a pilot project at Parwanoo in association with Indian Institute of Skills Development. This will cater to short term advanced courses in various trades.



Left to right: Meeting with Sarojini Thakur, Additional Chief Secretary; Interaction with P Mitra, Principal Secretary – Industries



**'Attitudinal and Behavioral change a must' - Police training workshop:** 29-30 June 2009, Palampur: The workshop imparted training to 57 deputy superintendents of police and sub-inspectors to bring qualitative changes in behavior, service delivery, citizen-focus service, communication and stress management.

## Policy

**RINL steel supply to the industry in Himachal Pradesh:** As a result of the meeting with Mr Virbhadra Singh, Union Minister for Steel, India and Mr Atul Chaturvedi, Secretary Steel, Government of India for easy availability of steel to industries based in Himachal Pradesh, RINL has agreed to supply its products under a fixed quota through NSIC & to give exemption of 2% sales tax. Further, RINL has also invited applications for district level dealerships.

**Other issues taken up with the Government** included Expiry of CST incentive of 1% given to Himachal Pradesh on 31 March 2009, barrier management, relaxation in Labour Laws, reimbursement of various subsidies and refunds, continuous quality power, consent to operate and consent to establish, allocation of land for MSME specific area in village Lodhimajra near Nalagarh, Electricity Duty, disbursement of central subsidy, and, permission for renting out surplus built up spaces and reduction in processing fee and rent sharing rates

## Engaging with Government

- Prof Prem Kumar Dhumal, Chief Minister
- Mr Kishan Kapoor, Minister for Industries
- Mr Mahender Singh, Minister for Transport
- Mr Atul Chaturvedi, Secretary – Steel, Government of India.
- Mrs Asha Swarup, Chief Secretary
- Mrs Sarojini Thakur, Additional Chief Secretary
- Mr P Mitra, Principal Secretary – Industries
- Mrs Manisha Nanda, Principal Secretary- Tourism & Civil Aviation
- Mr Ram Subhag Singh, Secretary Agriculture and Horticulture



# jammu & kashmir

making youth employable



Sanjay Puri, *Chairman*,  
CII J&K Council



## Annual Session: Growth Drivers for J&K - MSMEs

15 March 2010: Jammu

Mr S S Slathia, Minister for Industries & Commerce, the Chief Guest said that the Government of J&K was extending full support to industry and was in the process of acquiring more land for setting up of new industrial units. New industrial areas were also being developed at Ghati Kathua, Samba Phase III, Bari Brahmana & Udhampur. He went

on to say that 20,000 kanals of land was available for setting up new industrial units in the Valley.

Mr Jalil Ahmed Khan, Economic Advisor to Government of J&K was the Guest of Honour. Senior officials were present at the session along with industrialists and CII members.



Chief Minister Omar Abdullah interacting with delegation of CII at Srinagar in Jammu.

## CM to review quarterly clearance of industrial proposals

October 19 2009, Srinagar

CII requested the Chief Minister, Mr Omar Abdullah for a personal quarterly review of all development projects with investments of over Rs 20 crore, which he agreed to. He also agreed to form a review committee headed by the Principal Secretary, Industries & Commerce duly co-opting industry members. This committee would suggest measures to simplify the registration process for setting up an industrial unit in the state.

## CII Outlines Roadmap for Building Brand Kashmir

**Headline:** CII outlines a five-point roadmap to make J&K a brand. The roadmap includes: 1. To create a brand identity for the state. 2. To improve the infrastructure. 3. To enhance the skill level of the workforce. 4. To attract investment. 5. To improve the quality of life. The roadmap also includes a list of recommendations for the government and the private sector.

5-6 September 2009, Srinagar

A 30 - strong group of CEOs along with Mr Harpal Singh, Chairman, visited Srinagar in a huge show of confidence in today's Kashmir - 'Safe Kashmir'. The mission was part of the council meeting wherein the corporate leaders explored developmental and investment opportunities.

The mission also visited bottling plant Treish and Kanwal Spice Manufacturing Unit in Anantnag to see how some Kashmiri units have achieved world class excellence despite the adverse internal situation.

## CII presents Pre Budget Memorandum

23 May 2009 Jammu

The Pre Budget Memorandum was presented to the Finance Minister, Mr Abdul Rahim Rather. A study on 'Entry Tax in Northern Region States & Analysis', conducted on behalf of CII by Luthra & Luthra was also presented to him. Six CII recommendations which the government addressed were related to infrastructure, power, creation of people friendly facilities at Lakhampur Toll Plaza, development of clusters, tourism & health.

In January 2010, the J&K State Council presented a Pre Budget Memorandum to the government again.

## Policy initiatives in State

### Demand for Single Window for Sales Tax & Excise at Lakhanpur toll post, 3 June 2009, Jammu

A CII delegation led by Mr Sanjay Puri met Mr B S Dua, Director Industries and recommended development of software which could integrate both the sales tax and excise issues into a single window, 2-3 such integrated single windows to ensure quick clearance and minimum harassment and Lakhanpur Toll Post be open round the clock.

### Khasra Number issue resolved in J&K

One of the biggest problems faced by an entrepreneur in J & K was the mandatory requirement of allotment of Khasra Number, without which an entrepreneur could not set up a new unit on private land and was thus not eligible for any incentives. With CII's persistent efforts this has been waived off.

## Skills Development

Work continued on the skills initiative during 2009:

- Boniyar Project, District Baramulla where 80 women were trained in sozni, crewel embroidery, tailoring and cutting to rehabilitate earthquake victims
- Computer education is benefitting 200 students by providing a computer lab to Government Higher Secondary School at Laridora, Uri since March 2010
- Projects like wire nail making plant, C brick making plant, mobile repairing shop, fashion designing/tailoring and beautician training identified for entrepreneurship in Baramulla
- Training programme for capacity building for tourism operators in the valley
- Fast tracking of Six ITIs adopted by CII J & K members and converting them into centres of excellence

## Engaging with Government

### J&K CII members call on Chief Minister Omar Abdullah

10 February 2010, Jammu

CII J&K discussed the problems being faced by industrial projects over Rs. 20 crores with the Chief Minister. These were

- Simplification of Single Window System
- Income Tax Issue on Central Excise Exemption granted to industry in J&K

### Decisions taken

A working group of the Task Force was formed under the Chairmanship of the Chief Secretary, J&K

- Deliberations of the working group be reviewed by the Chairman every month
- Govt. of J&K and CII will draw out a time bound action plan and concrete initiatives to boost the economy of J&K



Interaction with Mr S S Kapur, Chief Secretary, Government of J&K

### Interaction with

- Mr N R Jora, Tourism Minister, to present CII recommendations to boost tourism in the Valley, 4 September 2009 Srinagar
- Mr S S Kapur, Chief Secretary 4 September 2009, Srinagar
- Mr S S Slathia, Minister for Industries & Commerce, 1 February 2010, Jammu
- Mr Abdul Rahim Rather, Finance Minister for Discussion Paper on Goods & Service Tax, 9 December 2009, Jammu

### Delegation to Union Finance Minister, 13 February 2009, New Delhi

CII members were part of the delegation led by the Chief Minister Omar Abdullah to the Union Finance Minister to recommend revoking of order issued by the Central Excise & Taxation Commissioner.

### CM chairs CII Task Force meeting in New Delhi



15 June 2009, New Delhi

The first meeting of the CII – J&K Govt National Task was attended by a strong team of top bureaucrats of J&K and 25 CEOs from the CII membership. The Chief Minister said that the aim of the meeting was to set the basic framework and environment to attract investments into the state, for which he needed the help of the task force.



## punjab

### revitalizing punjab – the agenda for growth



Gunbir Singh, *Chairman*,  
CII Punjab Council



### Annual Session: Revitalizing Punjab

22 March 2010, Chandigarh

Mr Manoranjan Kalia, Minister of Industries & Commerce and Local Bodies, Government of Punjab, the Chief Guest at the session said, "To make Punjab revive its glory and be the number one state in the country in terms of quality of life, social infrastructure, civic sense, green and clean environment along with world class health care and

educational facilities, it is critical to have a long term plan and blue print based on and in consonance with the inherent strength of the state." Mr Kalia also advocated for a public private partnership in the areas of health and education with a 'humanistic concern'.



Left to right: Interaction with Mr Manish Tewari, Member of Parliament; Session on Special Economic Zones – The Changing Business Landscapes; Interaction with Mr Manoranjan Kalia, Minister for Local Bodies and Industries & Commerce

### Interaction with Mr Manish Tewari, Member of Parliament

8 August 2009, Ludhiana

The interaction coincided with 3rd Punjab State Council meeting. Outlining his party's priorities & plans for Punjab, Mr Manish Tiwari assured full support to CII's initiatives on critical issues such as traffic congestion, urban & industrial infrastructure and water pollution due to industrial waste.

### Sessions on Special Economic Zones – The Changing Business Landscapes

20-22 May 2009, Ludhiana/Jalandhar

In association with Mahindra World City (Jaipur), two sensitization sessions on SEZs were organized, focusing on concept, benefits, perceptions and myths. The sessions highlighted that SEZs were basically to liberate trade & investment in India and provided conducive and hassle free environment for industry to grow and propel the development and growth of the particular area.



Interaction with Mr S C Agrawal, Chief Secretary

## Seminar on Cold Chain Development

30 November 2009, Jalandhar

CII – Government of Punjab jointly explored affordable techniques, opportunities and challenges for developing the cold chain sector. Mr N S Kang, Financial Commissioner, Development, was the Chief Guest.

## Formation of Core Groups at Ludhiana, Amritsar and Mandi Gobindgarh

The main objective behind formation of these core groups is to work closely with the city administration for development of basic infrastructure and amenities.

## Engaging with Government

### Developing Agriculture infrastructure, 19 February 2010

Mr Shivraj V Patil, Governor, Punjab, urged CII to promote investment from private players, especially in cold chain infrastructure.

### Revival of industry in Punjab - Industrial Policy

4 November 2009, Jalandhar

Coinciding with its 4th Punjab State Council meeting for 2009-10, CII organized an interaction with Mr Manoranjan Kalia, Minister for Local Bodies and Industries & Commerce and Mr S S Channy, Principal Secretary, Industries & Commerce on the new industrial policy for Punjab.

### Pre budget Memorandum

1 July 2009, Chandigarh

A CII delegation presented a Pre Budget Memorandum for 2009-10 to Mr S C Agrawal, Chief Secretary.

### VAT disparity, 23 June 2009, Chandigarh

A CII delegation met with the then Principal Secretary – Finance, Mr S C Agrawal to discuss issues of concern like VAT disparity on the various products and upcoming budget of the State.

### Withdrawal of peak load exemptions, 10 June 2009, Chandigarh

Mr Suresh Kumar, Principal Secretary, Power, promised to look into the matter of withdrawal of peak load exemptions to continuous/non-continuous process industry.

### Taxation and revenue collection

2 April 2009, Amritsar

CII Amritsar Zonal Council organized an interactive session with Mr Vimal Gandhi, President Income Tax Appellate Tribunal to discuss issues of concern.



# rajasthan

## building rajasthan through inclusive development



Kishore Khaitan, **Chairman**, CII Rajasthan Council

## Annual Session: What is critical for Rajasthan's growth

19 March 2010, Jaipur

"Rajasthan has great opportunity as 40% of the dedicated freight corridor will pass through the state. Geographically, we are located very close to the National Capital and NCR doesn't have sufficient land available for numerous upcoming industries, therefore, we must take the strategic advantage to develop industries along the DMIC." said Mr



Rajendra Pareek, Minister for Industries, Government of Rajasthan.

Mr Vinayak Chatterjee, Chairman, CII National Council on Infrastructure & Chairman, Feedback Ventures gave a four point agenda to the state for growth: Setting up Asia's largest Dry Port in the state for export and import; First Land Bank to be worked upon; Infrastructure Development Act and Dynamic model of PPP.





## Cera Glass India 2010: MoU signed

26 May 2009, Jaipur

A tripartite MoU was signed between RICO Ltd, CII and Indian Ceramics Society for organising an international exposition and conference on glass and ceramics. The aim is to exploit the vast potential of Rajasthan in the sector driving investments, technical collaborations and market linkages.

The MoU was signed by Mr Alok, Managing Director, RICO Ltd; Ms Charu Mathur, Regional Director, CII Northern Region and Mr Swapan Guha, President, Indian Ceramics Society in the presence of Mr Sunil Arora, Chairman, RICO Ltd.

CERA GLASS India 2010 is the first ever comprehensive Ceramics & Glass show which will be held from 11-14 November 2010 in Jaipur, India.



From the top: Signing of Cera Glass India MoU; Mr Rajendra Pareek, Minister for Industry, at the interactive session on the Industrial scenario of Rajasthan

## Policy

### Report on Industrial Growth in Rajasthan – Impediments & Way Forward

Prepared on the Chief Minister's request, the report outlined impediments and identified the thrust sectors: Mineral based industries, stones, textiles, ceramics, Information Technology, agro-processing industry, tourism including rural, medical and marriage tourism, handicrafts, gems & jewelry, power generation and distribution, equipment and materials, petroleum, solar and other renewable energy, machinery components for auto, textile, agriculture, cement, livestock and dairy.

The Draft Investment Promotion Policy - six of the CII recommendations accepted:

- **Information on Industry:** Setting up of an information dissemination portal, wherein all relevant information can be accessed and downloaded
- **Self-Certification System:** Introduction of mandatory self certification for major non-hazardous industries and conducting joint inspections with other departments through prior information
- **Integrated Industrial Townships (IITs):** An Infrastructure Development Act proposed for providing legal framework and roadmap for PPP development of gas grid in Rajasthan
- **Industrial Training Institute:** To establish Rajasthan Council of Vocational Education & Training to improve quality of technical education. The state would continue with the existing schemes and measures for creation of new facilities in PPP mode. Lead institutes to benchmark curriculum.
- **Exit Policy:** To formulate an Exit Policy aiming at gainful utilisation of resources
- **Single Window System:** All three recommendations – Legal sanctity, using IT as a platform for efficiency, and, time bound clearances or deemed clearances to be provided – were accepted

### Rajasthan Agribusiness and Agro Industries Development Policy 2010

Several significant inputs given by CII have been incorporated

## Government Interactions

- Smt Prabha Rau, Governor of Rajasthan
- Mr Ashok Gehlot, Chief Minister
- Mr Rajendra Pareek, Minister for Industry
- Mr Bharat Singh, Minister for Rural Development & Panchayati Raj
- Ms Bina Kak, Minister for Tourism
- Mr Harji Ram Burdak, Minister for Agriculture
- Mr Gurmeet Singh Kunwar, Minister for Agriculture Marketing
- Mr Mahendrajeet Singh Malviya, Minister for Technical Education
- Mr Mahipal Maderna, Minister for Water Resources
- Mr Babu Lal Nagar, Minister of State for Food & Civil Supplies
- Mr Bharosi Lal Jatav, Minister of State for Agriculture
- Dr Jitendra Singh, Minister of State for Higher Education
- Mr Ram Lal Jat, Minister of State for Forest, Environment & Mines
- Mr Shreemat Pandey, Principal Secretary to Chief Minister
- Mr G K Pillai, Commerce Secretary, Government of India



## uttar pradesh

### growth in challenging times



Ramesh Suri, **Chairman**  
CII Uttar Pradesh Council

#### Annual Session: Skilling UP for Sustainable Growth through Innovation

17 March 2010, Lucknow

UP is the land of MSMEs and the cradle of entrepreneurship. The state is resource rich and has all the ingredients to be an economic superpower. The focus now has to be skill development in the state and its rightful achievement.



'Skill Gap studies is another important CII initiative that assesses the demand supply gap for various skill sets in specific states/districts which then forms the basis for planning skill development initiatives' said Mr Harpal Singh Chairman CII Northern Region.

The panel underlined the need to skill the youth of UP as per the requirement of the industry so as to bridge the skill gap posing difficulties in terms of getting the right person to do the desired job. The session was attended by over 80 industry representatives.



#### Sugar Tech '09: Shorter Seasons in Sugar Industry - Opportunities & Challenges

30 September 2009, Lucknow

The objective of the conference was to review the substantial fall in the production of sugar in the state, assess the challenges & opportunities to arrive at meaningful solutions to benefit all stakeholders. "The government feels that the mills need to build a long-term relationship with the farmers and not have a relationship on a year-to-year basis," said Mr Atul Kumar Gupta, Chief Secretary while complimenting CII for putting together an event so timely and much relevant to the beleaguered sugar industry.

He suggested that a loyalty bonus system or fixed cane price for two years could be introduced for maintaining a long-term relationship.

The shorter season had given rise to an opportunistic behavior on the part of the farmer with respect to the prices of competing crop.

## 6th Northern Regional Council Meeting

5 February 2010, Lucknow

The 6th CII Northern Regional Council Meeting was organised at Lucknow which included an interactive session with key government officials and discussion on the study 'Developing UP : Reviewing Strategic Indicators and the Road Ahead.' The meeting was followed by Shaam-e-Awadh, an evening of Ghazals and qawalli at CII Lawns. H E Sri B L Joshi, Governor of Uttar Pradesh, along with senior bureaucrats and academicians graced the occasion.



26 November 2009, Lucknow

Lucknow has a huge opportunity to emerge as an IT-BPO hotspot. Talent availability is

abundant whereas the space rentals are almost half as compared to the NCR. All these factors make an excellent business case favouring Lucknow. The session saw sharing of best practices and strategies for promoting Lucknow as an IT BPO hub.

The deliberation led to a consensus about the need was for a large IT-ITeS SEZ in Lucknow. A need was also felt for making UP's workforce more employable.

## Government interactions

- Mr Atul Kumar Gupta, Chief Secretary
- Mr Anoop Mishra, Infrastructure & Industrial Development Commissioner
- Mr V K Sharma, Infrastructure & Industrial Development Commissioner
- Mr Anis Ansari, Agriculture Production Commissioner
- Dr Vikram Singh, DGP, UP Police
- Mr Netram, Principal Secretary to the Chief Minister
- Mr D D Verma, Principal Secretary – Tax & Registration
- Mr Navneet Sehgal, Secretary to Chief Minister of UP
- Mr Ratneshwar Prashad, Member, Competition Commission of India
- Mr Mohinder Singh, CEO NOIDA

## Policy actions

- Recommendations for the agri sector which included strengthening supply chain management and weather based crop insurance
- Inputs were given for the Industrial Policy which stressed upon better infrastructure to promote handicraft and traditional art
- Also, inputs were given to the 13<sup>th</sup> Finance Commission regarding developing an IT BPO hub, waste management, ground water management and improving food distribution system

## Intellectual property protection of identified Geographical Indications of UP

CII has signed an MoU with the Export Promotion Bureau, Government of Uttar Pradesh for facilitating the GI registration of six products in Uttar Pradesh including locks of Aligarh, sports goods of Meerut, patchwork of Rampur, kababs of Lucknow and Kakori, besides petha, dalmot and marble work of Agra. CII Uttar Pradesh had initiated this project in association with Andhra Pradesh Technology Development and Promotion Center (APTDC). Preparation of cases for filing with GI Registry Office at Chennai is under way.



# uttarakhand

## robust inclusive green growth



Rakesh Oberai, **Chairman**  
CII Uttarakhand Council



### Annual Session: Robust Inclusive Green Growth

6 March 2010, Dehradun

"Development support to the State of Uttarakhand is a necessity and not just a need", said Dr Ramesh Pokhriyal Nishank, Hon'ble Chief Minister. CII also released its Industrial Vision Document: 2020 with the theme 'Robust, Inclusive Green Growth'. Mr N S Napalchyal, Chief Secretary & Mr P C Sharma, Principal

Secretary Industrial Development, were also present and shared the state government's perspective.

They were also appreciative of CII suggestions made through the vision

document and would take them forward. The vision document focused on the future role of the industry which is increased contribution to both growth and employment generation. The document also stressed on inclusive growth with development in the hills.

### CII released Vision Uttarakhand 2022 - Towards Robust Growth and Inclusive Development

20 February 2009, Dehradun

The visioning exercise was part of CII's nationwide initiative – India@75, inspired by Prof C K Prahalad, eminent management guru. Key aspirations expressed by the people of the state included:

- Better infrastructure through PPP
- Better healthcare & education for all
- Basic amenities to reach the remotest areas
- Improved quality of life in the hills
- Inclusive growth for social stability
- Low cost innovative solutions to local problems



Meeting with Dr Ramesh Pokhriyal Nishank, Chief Minister to present the 'Vision 2020' document

### 'Vision 2020 – Industrial Development in Uttarakhand'

3 December 2009, Dehradun

CII delegation led by Mr Harpal Singh, Chairman, CII Northern Region called upon Shri Ramesh Pokhriyal Nishank, Chief Minister to present this document.

Key highlights of the Vision 2020:

- Industrial development is driven by competitive advantages
- Industrial development should be without endangering the environment
- Continue with the planned development approach and to create world-class industrial infrastructure
- Contribution of the manufacturing sector to the SGDP to increase to 15%
- Generate 5 lakh jobs in the manufacturing sector in the next 5 years



## Policy initiatives

### Strengthening the Single Window System (SWS)

CII Uttarakhand has been consistently advocating the need for an effective SWS as part of its agenda on 'ease of doing business'. The Government has agreed for a preliminary study on an IT-enabled SWS, to be conducted by CII & KPMG.

Key issues deliberated:

- International & national best practices on Single Window System
- Use of Information Technology
- Enactment of Industries Facilitation Act

### Growth Roadmap for Tourism

Various issues impacting tourism and its potential was discussed with Shri Madan Kaushik, Minister for Tourism. Key CII recommendations:

- Creation of tourism zones and industry status to tourism sector
- Improved connectivity, both inter state and intra state
- Accreditation of tour operators and other service providers and better urban infrastructure at destinations, including transport services
- Comprehensive updated website with linkages to accredited service providers.
- Academy for rafting and allied sports
- Promotion of handicrafts and souvenir industry

## CII – Mission on Sustainable Growth: CEOs Meet

12 August 2009, Dehradun

CII launched its nationwide Mission on Sustainable Growth (MSG) at Dehradun. The objective of the mission is to promote and champion conservation of natural resources by Indian industry without compromising on high and accelerated growth. As a first step, a CII - Code for Ecologically Sustainable Business Growth has been developed. At the Meet, 21 companies signed the Code, taking the total number of signatories in India to 348.



## Government Interactions with

- Dr Ramesh Pokhriyal Nishank, Chief Minister, 7 August 2009, Dehradun
- Maj Gen (Retd) B C Khanduri AVSM, the then Chief Minister, to discuss linking of Uttarakhand to the Eastern Freight Corridor 5 March 2009, Dehradun
- Maj Gen (Retd) B C Khanduri AVSM, the then Chief Minister, for presentation of Policy Advocacy Agenda for Uttarakhand, 5 June 2009, Dehradun
- Maj Gen (Retd) B C Khanduri, AVSM the then Chief Minister, Chief Secretary & Principal Secretary Finance, to submit Pre Budget Memorandum, 2009-10 16 June 2009, Dehradun
- HE Shri B L Joshi, the then Governor Uttarakhand, to present CII report on 'Development Strategy for the Hill Districts of Uttarakhand and Vision 2022' document, 7 April 2009, Dehradun
- Mr Prakash Pant, the then Minister Tourism, 18 June 2009, Dehradun
- Dr R S Tolia, Chief Information Commissioner, 6 March 09, Dehradun
- Uttarakhand Environment Protection and Pollution Control Board, on review of Doon Valley Notification, 23 September 2009, Dehradun
- Interaction with Mr C S Semwal, Additional Secretary Finance, 27 February 2009; 25 November 2009, Dehradun



## Pravasi Bharatiya Divas: Engaging the Diaspora: The Way Forward

7-9 January 2010, New Delhi

Smt Sheila Dikshit, Chief Minister, welcomed the delegates to the 8th Pravasi Bharatiya Divas and mentioned that Delhi would continue to be among the greenest capitals in the world.

At a Special Plenary Session, Mr Omar Abdullah, Chief Minister of Jammu & Kashmir, invited investment in areas such as education and medical tourism and assured that clearances would not take more than 15 days. Sukhbir Singh Badal, Deputy Chief Minister of Punjab, spoke about his Government initiatives for overseas Indians, especially in matters related to dispute settlement which included fast-track courts and world class infrastructure.

The concurrent Exhibition, with 98 exhibitors, had the largest ever participation in terms of area (2594 sq m). For the first time, a number of educational institutions/universities participated.

## National Seminar on Water Equipment & Management

18 November 2009, New Delhi

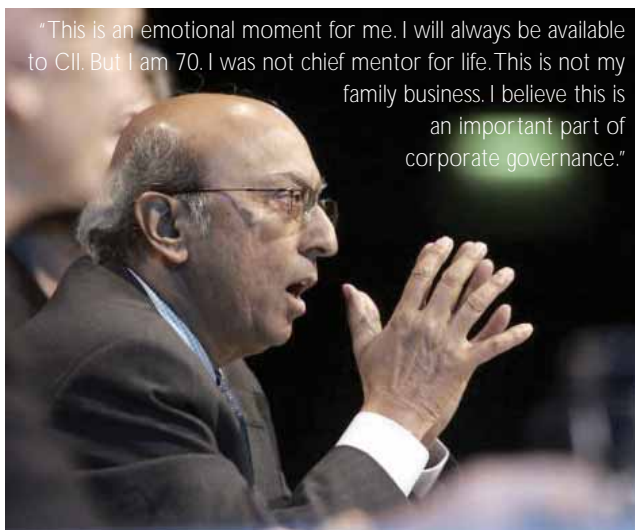
In her inaugural address, Smt Sheila Dikshit, Chief Minister, Delhi said that there was a need for bold political decisions to be able to tackle India's water crisis. She added, "We have simultaneously a bad distribution system with our urban problems such as illegal colonies and illegal tankers, but with the help of the private sector providing effective management and innovation, we can improve the situation."

## Global Risks Update - Pandemic Preparedness: India Economic Summit

8-10 November 2009, New Delhi

Dr Kiran Wallia, Health Minister, Government of Delhi said that the country needs a national-level multifunctional body that is government-led but includes representatives from the private sector, hospitals, medical professionals, pharmaceutical companies and the media.

## The Chief Mentor bids adieu - September 2009



"This is an emotional moment for me. I will always be available to CII. But I am 70. I was not chief mentor for life. This is not my family business. I believe this is an important part of corporate governance."



NDTV award for Tarun Das

"My focus as Chief Mentor was to facilitate an effective change process... I believe we have been able to see through this process of transition smoothly and effectively and have therefore decided to now step down as the Chief Mentor."

"It will be hard to separate Tarun Das from CII. He has been instrumental in making CII a world class institution."

- Sunil Bharti Mittal, Past President, CII & Chairman & CEO, Bharti Enterprises

"Under Tarun's leadership, CII has been instrumental in managing and initiating changes that shaped the socio-economic environment of the country over several decades."

- Venu Srinivasan, President, CII & Chairman, TCS Motors Ltd

"Under the stewardship of Das, who turned 70 earlier this year, CII rose from being a small engineering association to a high-profile lobby group."

- Subodh Bhargava, Past President, CII & Chairman of the Board, Tata Communications Ltd and Wartsila India Ltd

# fun@work





*Membership is an integral part of CII. This year, the state offices spread their ambit of activities in newer locations, which added to membership from relatively new areas. A growth rate of 7% this year taking the total tally of membership to 2403, is a clear indicator of membership satisfaction in the region.*

- Deepak Puri, Dy Chairman, CII NR

### The focus

**Reaching out to new locations:** To increase our reach and to understand the industry need, we reached out to new locations like Hisar, Karnal, Panipat in Haryana; Sirmour, Hamirpur in HP; Rae Bareilly, Aligarh, Jhansi, Benaras, Meerut, Agra, Muzaffar Nagar, Rampur in UP; Ajmer, Kota, Bikaner, Bhiwadi, Bhilwara in Rajasthan; Selaqui, Pantnagar in Uttarakhand; Kapurthala in Punjab; Baramulla in J & K etc.

**New members:** The total number of new members added this year is 377 bringing the effective CII NR Membership to 2403.

**Members' Meets:** 14 Members' Meets were organised in various industrial centres providing members a platform to discuss issues of concern and for the Confederation to get a better understanding at the grass root level. Over 230 members attended (Amritsar, Dehradun, Jammu, Lucknow, Ludhiana, Pantnagar, Srinagar, Ajmer, Kota).

**Induction Sessions:** 5 Induction Sessions for new members were organised to fulfill multiple objectives of understanding the need of our new members, discussing issues concerning industry, sharing

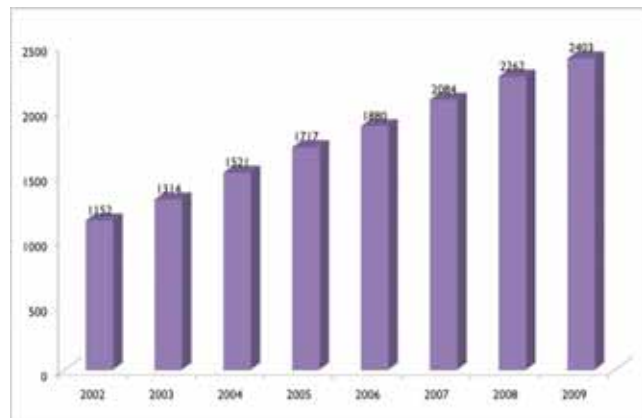
perspectives and also to introduce them to the services offered by CII to enhance their efficiency and competitiveness (Dehradun, Jammu, Srinagar).

**Road Shows:** 3 Road Shows were organised in different industrial centers to understand the issues of concern to the local industry. Over 75 industrial units were represented at these road shows (Ajmer, Haridwar, Kota).

**Update of existing NR database:** To ensure that timely information reaches members, the NR membership desk updates the member database on a regular basis.

**Membership Issue Trackers:** Representation of issues raised by members to State/Central Governments and advocacy has been stronger this year.

Membership growth



## 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**

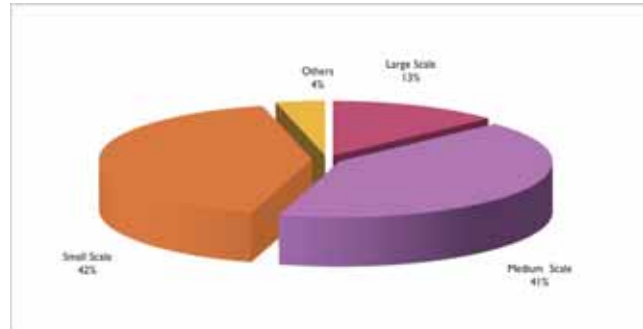
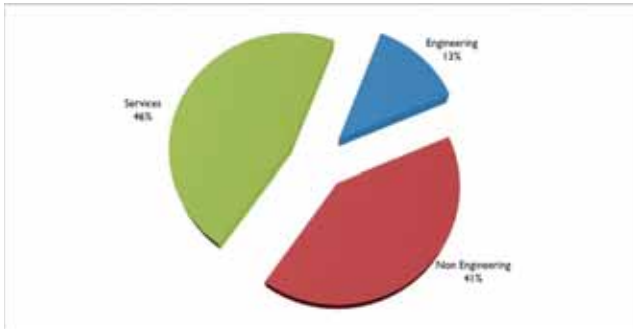
The CII Helpline Service operates from 0900 to 1715 hrs, Monday to Saturday.

Queries / suggestions can also be sent to [membership@cii.in](mailto:membership@cii.in)



# membership

## Membership Composition



## New Members

### Chandigarh

Abrol Enterprises  
 Aggarwal Raman And Associates  
 Blue Beacon Electronic Security Systems P Ltd  
 Chartwel Human & Resources Company Pvt Ltd  
 Continental Insulations Pvt Ltd  
 Credentia Business Processes Pvt Ltd  
 Grace Automotives  
 Hindustan Infrastructure Inc.  
 Ielmact Microsystems Pvt Ltd  
 Karin Informatics Services Pvt Ltd  
 Mohindra Engg. Works  
 Narinder Engineering Works  
 Negi Sports Pvt Ltd  
 Nirmata Consulting Group Pvt Ltd  
 Northstar Safety Systemz Pvt Ltd  
 Taaleem Academy Pvt Ltd  
 Tiger Wealth Management Pvt Ltd  
 United Santigo Enterprises  
 Valco Industries Ltd  
 We Excel Softwares Pvt Ltd  
 Wealth Gyan Insurance Brokers Pvt Ltd  
 Zeus Consulting

### Delhi

A4e India Pvt Ltd  
 AAM Automotives Pvt Ltd  
 Adigear International  
 Agrim Corporate Services Ltd  
 Ajit Industries Pvt Ltd  
 Allison Transmission India Pvt Ltd  
 Alok Industries  
 Alok Sinha & Co.  
 Amicus Advisory Pvt Ltd  
 Amtek Transportation Systems Ltd  
 Anand Mechanical Works Pvt Ltd.  
 Apax Products (India)  
 Aquagri Processing Pvt Ltd  
 Atul Rubber Industries

Authentix India Pvt Ltd  
 Axxess Ultrasonics Pvt Ltd  
 Baba Saheb Ambedkar Tech. Edu. Society  
 Bae Systems India Services Pvt Ltd  
 Bangalore School of Business-New Delhi  
 Bar International  
 BCL Secure Premises Pvt Ltd.  
 Bertling Logistics India Pvt Ltd  
 BIC Auto Pvt Ltd  
 Bomrah Industries  
 Brahmputra Infrastructure Ltd  
 BVM Exporters & Traders Pvt Ltd  
 C K Associates  
 Corporate International  
 Corporate Professionals Capital Pvt Ltd  
 Desmania Design Pvt Ltd  
 DGC Automotive Pvt Ltd  
 Dhir & Dhir Associates  
 Dhoot Infrastructure Projects Ltd  
 Dizaenen Core  
 Du Parts International  
 Empire Overseas  
 Enable Technologies Pvt Ltd  
 Engpar Sales Pvt Ltd.  
 Ferro & Singh Industrial Company  
 FFC Controls (India) Pvt Ltd  
 Ficus Securities Pvt Ltd  
 First India Corporate Consultants Pvt Ltd  
 Gallo Graphics  
 Ganges Internationale Pvt Ltd  
 Geotrackers Mobile Resource Management P Ltd  
 Global Automotive Components  
 Goela Engineers (Overseas)  
 GSM Global  
 Gulbros Brakes Ltd  
 H R International  
 Hero Exports  
 Hexxcom Consultants Pvt Ltd  
 Hilux Autoelectric Pvt Ltd.

Hindustan Tin Works Ltd  
 IIS Electronics  
 India Law Officer  
 Infova E-Universis Pvt Ltd  
 Jaguar Overseas Ltd  
 Jaideep Plastics  
 Jak Traders Pvt Ltd  
 Jamuna Udyog  
 Janico Chemicals  
 Japji Enterprises  
 Jet Age Equipment  
 Juneja & Associates  
 Klik Overseas  
 Kohli Auto Traders  
 Krofta Engineering Ltd  
 Lighto Plast Industry  
 LSI Financial Services Pvt Ltd  
 Luman Auto Light Pvt Ltd  
 Luminous Power Technologies Pvt Ltd  
 Luthra Clutch India  
 Mahindra Special Services Group  
 Mauryan Capital Advisors Pvt Ltd  
 Mega Audio International Pvt Ltd  
 Metlife Global Operations Support Center P Ltd  
 Monsanto Holdings Pvt Ltd  
 Nexgen Financial Solutions Pvt Ltd  
 Nova Integrated Systems Ltd  
 NTK Bearings Pvt Ltd  
 Onicra Credit Rating Agency of India Ltd  
 Outokumpu India Pvt Ltd  
 Ozone Overseas Ltd  
 Pagaria Electronics Pvt Ltd  
 Paramahansa Systems And Software Pvt Ltd  
 PE Consulting Investo India Pvt Ltd  
 Pioneer Urban Land & Infrastructure Ltd  
 Prabha Engineering Co.  
 Preet Forgings Pvt Ltd  
 RFCL Limited  
 Rishab (Export) International  
 S & R Associates

Sanvei Overseas Pvt Ltd  
 Satellite Energy Systems Pvt Ltd  
 Senior Rubbers Pvt Ltd  
 Shakti Bhog Foods Ltd  
 Shalimar Precision Enterprises Pvt Ltd  
 Sharp Menthol India Ltd  
 Shrey Industries Pvt Ltd  
 Sikco Automotive Products  
 Softdot Hi-Tech Educaional & Traning Instt.  
 Sonu Auto Electricals  
 Sonus Electronic Corporation  
 Space Technology & Education Pvt Ltd  
 Sri Sanskar School of Etiquette & Subrto Machine Tools  
 Sun International Pvt Ltd  
 Surabhi Automotive International  
 Sure Safety Solutions Pvt Ltd  
 Surya Roshni Limited  
 Tata Industrial Services Ltd  
 Technologies & Controls  
 UEM Gorup Berhad, India Liaison Office  
 Unitax Automotive  
 V Kan Exports  
 Vaibhav Freight Logistics Pvt Ltd  
 Vibes Developers Pvt Ltd  
 Vos Technologies (I) Pvt Ltd  
 Walchand People First Ltd  
 Walsons Services Pvt Ltd  
 Wasserstein Advisors India Pvt Ltd.  
 Wesco Auto Products (I) Pvt Ltd  
 World's Window Impex India Pvt Ltd  
 Xebec Design & Facilities Pvt Ltd  
 Zavenir Daubert India Pvt Ltd  
 Zwirn Pragati Capfin Pvt Ltd

### Himachal Pradesh

Ashoka Furniture Pvt Ltd  
 Green Valley Cider Pvt Ltd  
 Henkel Teroson India Ltd  
 Hetero Drugs Limited

Highway - Retreaders Pvt Ltd  
 Preethi Himachal & Co.  
 Rubykon Mfg. Co.  
 Sudhanshu Herbs  
 TVS Motor Company Limited  
 Valley Iron & Steel Co. Ltd

#### Haryana

Abhirashi Impex  
 American Express India Pvt Ltd  
 Ashiana Design Consultants Pvt Ltd.  
 Authbridge Research Services Pvt Ltd  
 AVDA Sports Solutions Pvt Ltd  
 Bollhoff Fastenings Pvt Ltd  
 Cargill India Pvt Ltd  
 Chang Yun India Ltd  
 Chimes Aviation Pvt Ltd  
 Claas India Pvt Ltd  
 Coalescent Technologies Pvt Ltd  
 Corporate Executive Board India Pvt Ltd.  
 Dr Lal Pathlabs Pvt Ltd  
 Egis India Consulting Engineers Pvt Ltd  
 Energetic Lighting (India) Pvt Ltd  
 German Centre for Industry And Trade  
 Global Education Mgmt. Systems Pvt Ltd.  
 Gupta Metal Industries  
 Hachette Book Publishing I Pvt Ltd  
 H-D Motor Company India Pvt Ltd  
 Hines India Real Estate Pvt Ltd  
 Indus Towers Ltd  
 Indutch Ventures Services Pvt Ltd  
 Innovative Arts  
 Ishman Autoelectric Pvt Ltd  
 Jindal Global Finance & Investment Ltd  
 Kishore And Company  
 Kohli Automobiles Pvt Ltd.  
 Komax Automation India Pvt Ltd  
 Kumar Steels  
 Mini Meters Mfg. Co. Pvt Ltd  
 NSF Safety And Certifications India Pvt Ltd.  
 Oil Lube Systems  
 Orkash Services Pvt Ltd  
 Osaw Industrial Products Pvt Ltd  
 Oswal Poly Rubbers  
 Park Non Woven Pvt Ltd  
 Rio Doce India Pvt Ltd.  
 S M Creative Electronics Ltd  
 Sheela Devi Inst. of Mgmt. & Tech. Faridabad  
 Shivanshu Sintered Products Pvt Ltd  
 Sholphin India  
 Skillment Edu Pvt Ltd  
 Soma Enterprise Ltd  
 STI Sanoh India Ltd  
 Sun Autoelektrik Pvt Ltd  
 TBM Consultants (I) Pvt Ltd  
 Telmar Network Technology India Pvt Ltd  
 Vihaan Networks Ltd  
 Vrinda Nanotechnologies Pvt Ltd.  
 Xerox India Ltd

#### Jammu & Kashmir

Eaton Laboratories  
 JMW India Pvt Ltd  
 Kashmir SunSilk Industries Pvt Ltd  
 Nedous - Hotel Gulmarg  
 Pardeep Gandotra & Associates  
 Riaz Construction Co.  
 Rose Enterprise  
 Safa Waters Pvt Ltd  
 Senator Inns Pvt Ltd.  
 Shivalik Educational Trust  
 Trumboo Industries Pvt Ltd.

#### Punjab

Ajay Manufacturing Co.  
 American Travel & Tours Pvt Ltd  
 ANV Industries Ltd  
 Aspee Springs Limited  
 AVN Manufacturing Company  
 Babba Gurmukh Singh Auto Pvt Ltd  
 Basant Metal Works  
 Bawa Woollen & Spinning Mills Pvt Ltd  
 Chandigarh Business School  
 DAV Institute of Engg & Tech. Jalandhar  
 Dawn Engineering Enterprises  
 Fine Switchgears  
 Fortune Metals Ltd  
 Frontier Polymers Pvt Ltd  
 Indian Foundry Works  
 Indiana Machine Tools  
 JCBL Limited  
 JMP Manufacturing Co.  
 KK Industries  
 KKI Industries  
 KKK Forgings  
 Leo Wet Blue Leather Pvt Ltd  
 Lider Sanitations  
 Madhav Udyog Pvt Ltd  
 Mahindra & Mahindra Ltd.  
 Rayat-Bahra Group of Institutes  
 Reyna Steels Limited  
 RV Industries  
 Sharp Chucks & Machines Ltd  
 Shingora Textiles Ltd  
 SMT Machines (India) Ltd  
 SNA Power Engineering Pvt Ltd  
 Speedways Rubber Company  
 Sudhir Forgings Pvt Ltd  
 The Bharat Industrial Corpn  
 Vardan Alloys  
 Vardhman Industries  
 Yashka Stampings  
 Zanders Engineers Ltd

#### Rajasthan

Aaram Irrigation Pvt Ltd  
 Aditi Computers  
 Agrasen Engineering Industries Ltd  
 Ambuj Ventures (India) Pvt Ltd  
 Amity University Rajasthan

AVN International  
 Bips Pvt Ltd  
 Cherry Gold Pvt Ltd  
 Craft Inc., Jaipur  
 Dharti Ratna Builders Pvt Ltd  
 Dynamic Engineers  
 Florence Agro Foods Pvt Ltd  
 Fusion Outsourcing Software Pvt Ltd  
 Glazetech Industries Pvt Ltd  
 Golden Triangle Fort and Palace Pvt Ltd  
 Hadoti Biotech Pvt Ltd  
 Hopewell Ceramics Pvt Ltd  
 Hotel Arya Niwas  
 Hotel Association of Jaipur  
 IIFA (India) Pvt Ltd  
 Indo Gold Resources Pvt Ltd  
 Indraprastha College of Mgmt. & Tech. Jodhpur  
 Institute of Professional Studies-Jaipur  
 International College for Girls-Jaipur  
 J K Rehab Equipments  
 Jain Metal Components Pvt Ltd  
 Jayoti Vidyapeeth Women's University-Jaipur  
 JNB Garments  
 K D Rubber Industries  
 K G Tiles  
 K K Metals Pvt Ltd  
 Kansara Engineers Pvt Ltd  
 Kapoor Carpets  
 Kobe Suspensions  
 Krishna Capfin Ltd  
 LNM Institute of Info. Tech.-Jaipur  
 M B Impex  
 Madhu Cords Threads  
 Mercury  
 Metrochem  
 Mewar Polytex Ltd  
 Mittal Industries  
 Model Institute of Engg. & Tech. Jammu  
 Narain Niwas Palace Hotel  
 Natural Slate & Sandstone Exports Pvt Ltd.  
 NBT Limited  
 Opus Media & Entertainment  
 Panchratna Motels & Resorts Pvt Ltd  
 Proficient Business Consultants Pvt Ltd  
 R S Power Systems  
 Rare Gems & Jewellery Co. Pvt Ltd  
 Rashleela Enterprises Pvt Ltd  
 Showbiz Entertainment Pvt Ltd  
 Singhal Gems  
 Skipper Electricals (India) Ltd  
 Sona Processors (India) Ltd  
 Suny Fabricators (I) Pvt Ltd  
 U&T Tractor Hydraulic Industries  
 Uttam (Bharat) Electricals Pvt Ltd  
 Vijay Enterprises  
 Vijay Laxmi Consultants Pvt Ltd

#### Uttar Pradesh

Anand Exports

Apollo Business School-Noida  
 B R Industries  
 Balaji Springs Pvt Ltd  
 Bansal Institute of Engg. & Tech-Meerut  
 Bayer Materials Science Pvt Ltd  
 Bright Enterprise Pvt Ltd.  
 BSN Industries Pvt Ltd  
 Callin Care Overseas Pvt Ltd  
 College of Science & Engineering-Jhansi  
 Competent Industrial Consultants  
 Cornerstone India Consulting Pvt Ltd  
 ECL Magtronics Pvt Ltd  
 Elegant Auto Accessories  
 Feroze Gandhi Inst. of Engg. & Tech. Raebareilly  
 Feroze Gandhi Polytechnic, Raebareilly  
 Fibroplast  
 Gimi Engineers Pvt Ltd.  
 Hans Raj College of Business Management  
 India News Communications Ltd.  
 Institute of Mgmt. Research & Technology-Lko  
 J S Auto Pvt Ltd  
 K S Projects & Process Engineers Pvt Ltd  
 Kissan Iron Works  
 Lohia Auto Industries  
 Lokpal Industries  
 Luthra Industrial Corporation  
 MART  
 Matrix Global Pvt Ltd  
 Modi Durant Mercantile Pvt Ltd  
 Olympus India Pvt Ltd  
 Pavna Auto Engineering Pvt Ltd  
 Premier Auto Cables  
 Rajeev Joshi And Associates  
 Religare Technova Ltd  
 Shiv Om & Co.  
 Spack Automotives Ltd  
 Tech Mech Handling Equipment  
 Uttam Sucrotech International Pvt Ltd.  
 Vijay Infrastructure Ltd  
 Yashoda Super Speciality Hospital

#### Uttarakhand

Dehradun Institute of Technology  
 Dev Bhoomi Group on Institutions  
 Gee Cee Corporation Pvt Ltd  
 Goyal Bhanot & Co.  
 Graphic Era University-Dehradun  
 Hotel Gaurab - Dehradun  
 Kukreja Cosmetics  
 Marico Limited  
 Premier Nutraceuticals Pvt Ltd  
 R B Ram Ratan Premnath  
 Rishi Enterprises  
 Sanskriti Health Spa  
 Shivalik College of Engg. Dehradun  
 Shivalik Ventures  
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