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northern notes

NEWSLETTER OF CONFEDERATION OF INDIAN INDUSTRY

NORTHERN REGION



EXTRAORDINARY WITHIN ORDINARY

IN THIS ISSUE

AgroTech 2010 • Indo-Pak Expo
75th CII Northern Region Business Outlook Survey • 9th Pravasi Bhartiya Divas



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1330 Hrs Saturday: 1000 -1300 Hrs)

Foreword

When we revamped this newsletter about 3 years ago, we had no idea we will be increasing its frequency from 4 issues to 5 issues a year – the number of initiatives made this imperative.

Inaugurated by Shri Sharad Pawar, Union Minister of Agriculture, the 9th edition of AgroTech in December 2010 saw new dimensions for Agri India. 40,000 farmers from 10 states expanded their horizon by interacting with progressive farmers, live demos of good agri practices, conferences, while 6 countries showcased their products at the Show. MoUs worth ₹ 5.5 crore were signed and 200 new products launched.

There were several firsts at the AgroTech 2010. For the first time, 250 women farmers from Una district of Himachal Pradesh visited the Show. A Buyer Seller meet to strengthen the business aspect at AgroTech brought 13 buyers from 6 countries to interact with 150 potential Indian partners. A new show Livestock Expo put the focus on Livestock industry.

In a unique effort to improve the trade relations between India and Pakistan and to promote inter personal ties, we organised an Indo-Pak Expo dedicated to 'dostana', where 50 exhibitors from India and Pakistan showcased a wide range of products.

Discussions with Governor of Punjab and Rajasthan, HE Shri Shivraj Patil, Chief Minister of Haryana, Shri Bhupinder Singh Hooda, Agri Ministers of J&K and Punjab, Mr Ghulam Hasan Mir and Mr Sucha Singh Langah respectively, saw valuable policy-based suggestions being tabled by CII and industry members.

Rajasthan, Punjab and Haryana participated in the Pravasi Bhartiya Divas and the annual event strengthened the bond between Indians and its wide-spread diaspora.

But it isn't all work here at the Confederation – these previous few weeks were peppered with fun as we, in keeping with the Indian spirit of 'a festival a day' frolicked through the special evening with Muzafar Ali, organised cricket matches, celebrated Lohri and laughed through stand-up comedy shows.

Not to forget, the role of readers is of paramount importance to maintain and enhance standards of this newsletter. We look forward to your feedback...



(CHARU MATHUR)

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spotlight

sustainable agriculture



3-6 December, Chandigarh



The 9th edition of Agro Tech 2010, brought with it plethora of opportunities for the agro India. Striking the cord for the discussions on new green revolution in the country, India's premier biennial agro technology & business fair had participation from 230 companies from 9 countries in 6500 sqm exhibition area under 9 concurrent shows.

The fair was jointly inaugurated by Mr Sharad Pawar, Hon'ble Minister of Agriculture, Government of India, Mr Bhupinder Singh Hooda, Hon'ble Chief Minister of Haryana.



and Mr Sucha Singh Langah, Hon'ble Minister of Agriculture, Government of Punjab. Mr Mohammad Asif Rahimi, Hon'ble Minister of Agriculture, Irrigation & Livestock, Government of Islamic Republic of Afghanistan and Rt Hon Patricia Hewitt, Chairman, UK India Business Council & Former Cabinet Minister for Women & Secretary of State for Health, UK were the Guests of Honour.

Agro Tech's theme 'Sustainable Agriculture' is very apt as there is a dire need for 2nd green revolution. More attention is needed for soil health, power availability and seed replacements.

- Mr Bhupinder Singh Hooda,
Chief Minister, Haryana

Many new features have been added in line with the theme "Sustainable". The international participation has been huge, 30% more than last year. Farmer & crop focus is sharper.

- Mr Salil Singhal, Chairman,
Agro Tech 2010

CII's Agro Tech is a regular feature...I have been here earlier too. It is a good opportunity for farmers to learn about new technologies & implements... the exhibition is good...and for serious discussions on agri related issues.

- Mr Sharad Pawar, Union Minister
of Agriculture, Govt of India



Business Focus @ Agrotech 2010

International Buyer-seller Meet

The International Buyer Seller Meet at Agro Tech 2010 attracted **13 buyers from 6 countries** - China, Malaysia, Oman, Singapore, Thailand, and UAE. **65 meetings** were organised with 13 sellers.

INTEREST AREAS: Basmati rice, Aromatic products, Packaged foods, Spices Fruits & vegetables, Baby cereal and Confectionery

There were **3 country specific meetings** with potential clients (UK, France, and Germany).

Focused conferences: Addressed by about **75 experts** over **450 representatives** from Agro based industry government, academic institutions, and progressive farmers participated in these conferences on: Future of Indian Agriculture – Sustaining Indian Agricultural Growth; Agri Infrastructure: Imperatives to Growth; New Drivers in Food Processing Sector; Emerging opportunities in the Dairy and Poultry Sector; Production Technology and Marketing & Post Harvest Management.

MoUs

- SAI Cold storage and Allround (India) Vegetable Processing signed an **MoU worth Rs 5.5 Crores** for setting up 8,000 MT multi storage with all sorting, grading, packaging and loading facilities for potato, onion, carrot and beat. The facility would be set up at Palanpur, Gujarat.
- Mahindra & Mahindra's Farm Equipment Sector (FES) announced a tie-up with M/s Maschio-Gaspardo S.p.A, Italy. As part of this agreement, Maschio will provide rotovators to Mahindra. Maschio will also manufacture other kinds of rotary tillage equipment for planting, seeding, crop care and crop residue management for Mahindra AppliTrac.

Product launches

- 846 business enquiries** generated which have an estimated business potential of about Rs 100 crores
- About **200 new products launched** / displayed

Farmer Focus

- About **40,000 farmers** visited; majorly from **10 States** - Andhra Pradesh, Haryana, Himachal Pradesh, Jammu & Kashmir, Maharashtra, Punjab, Rajasthan, Tamil Nadu, Uttarakhand & Uttar Pradesh.
- Special farmer delegation from Afghanistan visited the show and shared their experiences in Kisan Goshthis
- 250 women farmers** from Una district of Himachal Pradesh benefitted from the show

Industry for 2nd green revolution

CH AGRO TECH Power speaks of measure for food security, traders want PPP model explored in farm sector



किसान गोष्ठी reinvented

- Focused on educating farmers on sustainable agriculture practices
- Progressive farmers shared their success stories
- Special session organised on 'Sustainable Farming for Small Farmers'
- Live demo of Soil testing, usage of tensiometers to save water Emu birds, Quails, Turkeys, Guinea Fowls, Hydroponics Machine
- Sessions organised on Natural Resource Management – soil & water conservation, Green House cultivation, organic farming etc



I am very happy to see an international agro fair organized in Chandigarh. It is great pride for each one of us and especially for the farmers of Punjab since it provides an opportunity of growth to Indian Agriculture by bringing the best in the market at the doorstep.

- Sardar Sucha Singh Langah, Hon'ble Minister of Agriculture, Government of Punjab

जल संग्राम

संरक्षित जल • सनहरा कल

a joint initiative of CII & Mahindra Swaraj to address the water related challenges in agriculture

- Internationally acclaimed, Patil Brothers - Hemchandra Patil and Rajendra Patil shared their water saving technology of drip irrigation
- Waterman of Rajasthan - Rajendra Singh shared his initiative of community driven de-centralised water management focusing on increasing the greenery through rain water harvesting in Rajasthan

Agri Resource Management - the first time show at Agro Tech, featured companies engaged in agriculture conservation



Apple Fest'10

a healthy 'n' wealthy affair

Apple Fest 2010 has provided an opportunity to the apple & other stone fruit growers from the hill states of Himachal, Uttarakhand and Jammu & Kashmir to display and sell their products and explore & enter niche markets. The focused conference on Production Technology and Marketing & Post Harvest Management brought in scientific practices to the producers.





Livestock Expo brings in different sectors of the industry under one roof - animal feed, feed additives, medicines, ayurveda & homeopathy for animals, and breeding of different types of birds which present plenty of opportunities to both visitors and exhibitors.

– Mr Pravin Lunkad, Chairman Livestock Expo 2010



International Participation

- 900sqm of space, an **increase of 30%** from last edition
- 9 countries
- 5 Country pavilions - Canada, France, Germany, South Korea & United Kingdom
- First time pavilions - France & South Korea
- Also participating - Australia, Italy, Spain & USA



I am amazed by Agro Tech 2010. I would like to invite CII to hold an Agro Tech in Afghanistan... Bring an Agri Mission from India... Afghanistan has a lot to offer in agriculture.

– Mr Mohammad Asif Rahimi, Minister of Agriculture, Irrigation & Livestock, Afghanistan

Best Display Awards

Agri Expo	
Syngenta India Ltd	1st Prize
CRI Pumps	2nd Prize
Apple Fest	
Government of Himachal Pradesh	1st Prize
Government of Uttarakhand	2nd Prize
Food Expo	
Adani Agri Logistics Ltd	1st Prize
Herbal Trends	2nd Prize
Food Tech Expo	
Allround India Vegetable Processing Machines	1st Prize
Carrier Air-conditioning & Refrigeration	2nd Prize
International Pavilion	
Oerlikon-Graziano Spa	1st Prize
Carraro Drivetech Spa	2nd Prize
Agricultural Resource Management	
Shaktiman-Tirth Agro	1st Prize
Automat Industries	2nd Prize
Farm Services	
L & T Finance	1st Prize
State Bank of India	2nd Prize
Livestock Expo	
Godrej Agrovet	1st Prize
Ayurvet	2nd Prize
Farm Tech Expo	
Maschio Gaspardo Spa	1st Prize
Preet Tractors Pvt Ltd	2nd Prize



The plaque for AgroTech 2012 to be held from 1-4 December 2012 in Chandigarh, India, was unveiled by Shri Ghulam Hassan Mir, Hon'ble Minister of Agriculture, Government of Jammu & Kashmir at the valedictory session of Agro Tech 2010.

Indo - Pak Expo

16-20 December 2010, Jaipur



The show was a unique effort to improve the trade relations between India and Pakistan and promoting people to people contact, exhibiting some state of art products and food delights. The expo showcased the best of Indo - Pak culture. More than 50 exhibitors presented an exclusive range of products from almost all regions of Pakistan including garments and embroidered fabric from Multan, Karachi and Lahore, ethnic footwear from Lahore and Multan, exclusive handicrafts from Swat Peshawar, shimmering range of décor products from Karachi, carved rosewood furniture from Peshawar, rich dry fruits from Kashmir and designer melamine from Gujranwala. Exquisite Pakistani sweets like phirni, kheer etc. were the highlights of the event.

50 stalls from the heart of Pakistan and India showcased a wide range of products

CII's Indo– Pak Expo dedicated to Indo Pak 'dostana' was inaugurated by Mr Rajendra Bhanawat, Managing Director, RIICO, Government of Rajasthan & Mr B L Soni, Inspector General of Police - Jaipur Range I, Government of Rajasthan.

The CII Indo-Pak Expo presented a responsible platform for interaction amongst the two communalities. Under the umbrella of CII, the coming together of varied product and services on such a magnificent scale from the heart of Pakistan will surely help in creating new spaces for people to people bonding. The intrinsic desire to reach out to fellow brethren across the border further augments the trade prospects with our neighbors.



CII NR members awarded Padma Bhushan

Our members have been awarded the Padma Bhushan Award by the President of India, for their contribution to Trade and Industry



AJAI CHOWDHRY
Chairman, HCL Infosystems Ltd.



ANALJIT SINGH
Chairman & Managing Director,
Max India Ltd.



RAJENDRA S PAWAR
Co-founder and Chairman,
NIIT Ltd.

FMCG Forum 2010: The Game Changers

18 November 2010, New Delhi

CIH-BOOZ REPORT

THE FMCG INDUSTRY TO BE INR 4000 - 6000 BILLION INDUSTRY BY 2020

The Indian FMCG industry at INR 1300 billion (in FY2010) accounts for 2.7 per cent of the GDP of the country.

The last decade has seen the FMCG sector grow by 12 per cent annually. Rapid GDP growth, opening up of rural markets, increased income in rural areas, growing urbanization along with evolving consumer lifestyles and buying behaviours have all been drivers of this growth.

Over the next decade, all the above drivers are expected to continue to impact the industry favourably. The FMCG industry will grow at a base rate of at least 12 per cent annually to become an INR 4000 billion industry by 2020 states the CIH-Booz Report. Additionally, if some of the factors play out favourably with an environment

liberated on the various game changing forces shaping up the industry in the next 10 years.

The central theme as spelt out by Mr Kannan Sitaram, Conference Chairman & Operating Partner - IEP & Former COO, Cadbury India Ltd in his welcome address was the position of FMCG industry in 2020. In his opinion standing at INR 1300 billion today, it is all set to grow in another 10 years, by 4 to 5 times to a strong INR 6000 billion level.

"FMCG industry is poised for rapid growth in the next 10 years. However, the industry will transition from a stable and homogeneous operating model to a dynamic, unpredictable and rapidly changing operating mode. Companies will need to evolve to better meet the rapidly changing consumer needs within an increas-

ing operating environment", he added. "When the 1st half stood at 4 to 5% the 2nd half grew 2 times. Based on current trend and with introduction of time sensitive changes, 20% is there for the asking". If today per capita spending on FMCG is low, the next decade promises to be an explosion. Three parameters need prime attention - Growth, Efficiency and Capability, he informed.

For growth to take place not only should we aim high, a lesson that every Indian can draw from the penetration success of the Telecom sector, but also consider other issues. Indian markets need to be flood virtually in 3 ways- the majority middle class consumer; the 3% premium consumer and lastly the Rural Consumer. Issues such as distribution and deliverability require redefinition. The biggest competitor is the non-user and as he further states the drive to bring new categories must persist. Supporting his statement, he gave the example of the noodle market which took 30 years to develop. In this it facets of modern trade, category and consumer knowledge is added, growth is there for the asking.

The 2nd parameter of efficiency relates to the Supply-chain expertise, the still "primitive" service level, and product quality. We have to reach the stage when we can deliver the products at the right time, at right place. The new we resolves to better its efficiency through outsourcing. FMCG needs to follow the telecom sector route here by outsourcing areas such as HR. They could leverage technology to supply goods at lower prices.

Capability is the last area that Kripalu focused on. Future ready organizations need to be built with eight talent and updated technology. Responsible corporates should be capable of enhancing their growth along with a sustainable environment.

Expanding on these thoughts, Mr Chitwanjan Das, Chairman, CI National Working Group on FMCG & CEO Food Division ITC Ltd, reiterated that the next 10 years will see an era where the face of the consumer will be changing. Consumers will seek greater value and on seeking to

The rate of change in the FMCG operating environment is set to accelerate. The waves of change will be propelled by government policy, channel customers, technological advances, leaders of social change such as NGOs, consumer behaviour and, of course, the players themselves.

Mr Kannan Sitaram, Conference Chairman, CI FMCG Forum 2010

of enabling policy and easing of supply constraints, 17 per cent growth may be expected over the next decade, leading to an overall industry size of INR 6000 billion by 2020.

"I believe the rate of change in the FMCG operating environment is set to accelerate. The waves of change will be propelled by government policy, channel customers, technological advances, leaders of social change such as NGOs, consumer behaviour and, of course, the players themselves", says Mr Kannan Sitaram, Conference Chairman, CI FMCG Forum 2010.

The CIH-Booz Report was unveiled at the CIH-Booz Report Launch event, The CIH-Booz Report

ingly complex operating environment" says Mr Anand Kripalu, Managing Director, Cadbury India Ltd.

The Report identifies the nine mega trends across consumers, markets, and environments which will shape the FMCG industry by 2020.

Taking the lead from here, Mr Anand Kripalu, Managing Director, Cadbury India Ltd categorically stated that we achieve big when we aim high. People with small dreams achieve even less than targeted. If the goal is small so is the corresponding planning and thereby lower in the achievement. Currently the FMCG market touches, he said, the lives of every Indian in a



The central theme of the seminar, "FMCG Forum 2010: The Game Changers", was the position of FMCG industry in 2020. The industry standing at 130 Crore today, is all set to grow in another 10 years by 4 to 5 times to a strong INR 6000 billion level.

Mr. Anand Kripalu, Managing Director, Cadbury India Ltd said, "While the 1st half of the year stood at 4 to 5%, the 2nd half grew two times. Based on current trend and with introduction of time sensitive changes, 20% is there for the asking." If today per capita spending on FMCG is low, the next decade promises to be an explosion. Three parameters need prime attention - 'Growth, Efficiency and Capability', he informed.

Taking a look at the Rural Market for FMCG, Mr Pradeep Kashyap, CEO MART, also known as the father of Rural Marketing, informed that 90% of the population comprises the rural market with 80%

the villages being currently connected. Today, the total sale of FMCG products in rural India equals that of urban India. As an example, he stated that Clinic Plus shampoo is highest selling shampoo in rural market. Already, in some areas of rural Haryana big market chain outlets have come and brands are fighting for shelf space. If the FMCG market has to take the leap forward in 2020 the rural segment cannot be ignored.

Among the other eminent speakers were Mr Madhukar Sabnavis, Country Head, Planning and Discovery, O & M; Ambi Parameswaran, ED & CO, Drafftcb Ulka Advertising; Sudhir Sethi, Founder Chairman and MD, IDG Ventures, India; Naresh Malhotra, Operating Partner, Sequoia Capital; and, Mr Kunal Bahl, CEO, Jasper Innovative Marketing Solutions and Mr Jai Sinha, MD, Booz and Co.

policy pulse

Physical Infrastructure

The relationship between infrastructure development and economic growth is well established. Superior infrastructure reduces cost of doing business and enhances the investment attractiveness of the State/region. The development experience of the Indian States, bears out the fact that States with better infrastructure facilities have witnessed rapid industrialization. For them, infrastructure development remains central to the economic objective of achieving higher growth rates.

Infrastructure bottlenecks not only slow down growth but also increase the cost of doing of business thereby adversely impacting industrial competitiveness. For example in India, logistics cost is around 13 per cent of GDP, which is high compared to 9-10 per cent in the developed economies¹.

Northern Region, encompassing the UT of Chandigarh, and States of Delhi, Haryana, Himachal Pradesh, Jammu & Kashmir, Punjab, Rajasthan, Uttar Pradesh & Uttarakhand, is one of the largest regions in the country. In addition to the geographical expanse, the region also has huge variety of terrain, is landlocked creating added logistical challenges for the industry. Good Infrastructure therefore becomes even more essential for the economic and social progress of the region.

A look at summary indicators shows that **overall the Northern Region has kept pace with the infrastructure development across the country.**

However there are **significant variations across the region.**

Power: The total installed capacity in Northern Region as of March, 2010, is 42,189 MW. Of the current generation capacity, the share of thermal has remained the highest at about 58.9 per cent. The share of renewable energy has gone up from 1.19 per cent at the end of

Infrastructure in the Northern Region		
	Northern Region (NR)	All India
Power Installed Capacity (in MW)	42,189	1,59,399
Energy mix (in %)	Hydro – 31.6	Hydro – 23.1
	Thermal – 58.9	Thermal – 64.3
	Nuclear – 3.8	Nuclear – 2.9
	Renewable Energy Sources – 5.7	Renewable Energy Sources – 9.7
National Highway Length (km)	20,220	70,934
Length of NH in km/ 1000 sq km	20.0	21.6
Total Rail Network (km)	19,311	64,015
Length of Rail line in km/ 1000 sq km	19.1	19.5
International Airports (No.)	4	14
Domestic Airports (No.)	27	103
Telephone Subscribers (Million)	192	621
No. of Telephones/ 100 population	52.7	52.7

Source: Central Electricity Authority (CEA), Ministry of Road Transport & Highways, Ministry of Railways, Ministry of Civil Aviation, Telecom Regulatory Authority of India (TRAI)

March 2005 to 5.7 per cent presently, but still continues to be much lower than the all India percentage. The share of hydro has declined from 33.15 per cent at the end of March 2005 to 31.6 per cent at the end of March 2010 while that for nuclear has remained more or less constant at 3.80 per cent as compared to 3.63 at the end of March 2005.

Despite having a share of 26.5 per cent in the overall installed generation capacity in India, the peak demand-supply deficit is higher in northern region at 15.4 per cent compared to all India (13.3 per cent).

Within the region, Punjab, Uttar Pradesh and Jammu & Kashmir have the highest power deficits of 24.3, 21.1 and 32.3 per cent respectively. Uttarakhand (6.0 per cent)

¹KPMG – CII Report on "Competitiveness Through Efficient Logistics"

and Haryana (7.4 per cent) also fall under the category of power deficit states but the deficit is much lower compared to Punjab, Uttar Pradesh and Jammu & Kashmir. The deficit situation in Haryana, Rajasthan, Uttarakhand, Delhi and Chandigarh is better compared to the all India average. Himachal is the only power surplus State in the region.

70.5 per cent of the region's power generation capacity is concentrated in the States of Uttar Pradesh, Rajasthan, Punjab and Haryana.

In terms of energy consumed by different sectors, it is observed that there is high demand for energy from the industrial sector of the region, particularly in HP, Uttarakhand, Punjab and Haryana where industrial activity is booming. In the two lead agrarian States of the region, Punjab & Haryana demand for energy for agricultural purposes is significant.

The annual plan outlays of Northern States (for the year 2009-10) have given great importance to power sector. Rajasthan and Punjab have allocated 43.2 and 30.2 per cent of the total outlay to power sector alone. Uttar Pradesh has sanctioned around Rs 60 billion to this sector. While the States like Jammu & Kashmir, Uttarakhand and Himachal Pradesh have allocated lower amount (as a percentage of total plan outlay) for the power sector.

Roads: Northern region due to its expanse has low density of surface transport infrastructure facilities. In terms of density of road the region lags behind national average.

The total length of national highways in the region is 20,220 kms. Rajasthan (5,722) followed by Uttar Pradesh (5,670), Punjab (1,739) and Himachal Pradesh (1,471) have the largest network of National Highways (NH) in NR. Additionally, many of the state highways have also been declared as national highways due to the rising traffic on these stretches. The existing road network is being upgraded and express highways and freeways being constructed along the key routes in Delhi and the NCR. The "Golden Quadrilateral" project of the National Highways Authority of India (NHAI) directly connects Delhi to other major cities of the country.

In case of states like Punjab (with total road network of 54,883 km) and Rajasthan (with total road network of 1,85,043 kms) there has been good participation of private sector in the road sector of the States on account of a strong policy and institutional framework for PPP projects.

Even Uttar Pradesh (with road network of 1,39,362 km) has taken definite steps to improve its road network by launching some of the biggest projects in the country on a PPP basis like the Yamuna Expressway and Ganga Expressway.

Since Himachal Pradesh is a hilly State, roads play a vital role

in transportation. Of the total road length of 27,260 km, NH accounts for 1,471 km.

Also, the Public-Private Partnership (PPP) projects are playing an important role in the development of transportation sector of the northern region. The NR States have been witnessing a significant growth in number of projects in transport infrastructure. States with estimated costs of PPP projects worth more than Rs 1 billion in the transport infrastructure development include Delhi, Haryana, Uttar Pradesh and Rajasthan. Among other States of the region, Jammu & Kashmir and Punjab also have significant PPP projects in the transport sector whereas Himachal Pradesh and Uttarakhand lag behind.

Railways: The Northern Region has a total rail network of 19,311 km. Punjab, Haryana and Uttar Pradesh have well spread rail connectivity. Haryana has a railway-route length of roughly 1,595 kms. Punjab's railway network spans over 2,133 kms. Rajasthan has a total railway network spanning 5,854 kms. However it is Uttar Pradesh's rail network which is the largest in the region as well as in the country. The State is well-connected to other parts of the country by a railway network spanning over 8,703 km.

Airports: Out of total of 14 international airports in the country, the region has four international airports (Amritsar, Jaipur, Srinagar, and Delhi). Correspondingly 27 out of a total of 103 domestic airports are located in the northern region. The region accounts for 22.7 per cent of the nation's aircraft movement.

Haryana, Punjab and UT of Chandigarh share airport at Chandigarh, which is now being upgraded to an international airport. The project is jointly being undertaken by the Governments of Punjab and Haryana.

Telecommunication: Telecommunication plays a crucial role in making the fruits of economic growth and development more inclusive. In terms of total subscriber base (including both wire-line and wire-less), the share of NR is about 31 per cent. However the region has a lower tele-density compared to all India as measured by number of telephone connections per hundred populations.

Delhi circle has the highest Teledensity (172) in the region followed by Himachal Pradesh (79). Uttarakhand has the lowest teledensity, much lower than the other hill States in the region – Jammu & Kashmir and Himachal. Uttar Pradesh has the largest subscriber base but a relatively low Teledensity.

(This is an abridged version of the report titled, "Physical Infrastructure: A Comparative Study of Northern States". Requests for the complete document could be sent at erpd@cii.in)

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75th CII Northern Region Business Outlook Survey

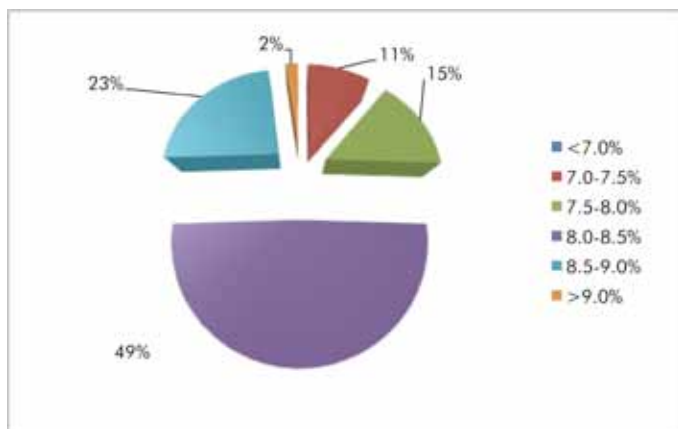
HIGHLIGHTS

- As many as 74% of the respondents expect GDP growth of 8% or more as against 61% in the previous October-December 2010-11 Survey, reflecting a very strong positive sentiment for the economy.
- Expectations of high inflation. 98% of the respondents expect inflation to be 5% or more, as against 90% in the previous survey.
- Outlook for the current three months much stronger than the actual performance in the last three months.
- Business prospects on key elements –capital investment, capacity utilization, sales, new orders & production are all expected to improve further in the current three months
- Positive sentiment on the export front. Optimism on value, production and new orders.
- Credit availability remains an area of concern with 66% of the respondents expecting no increase in credit availability. 33% of the respondents expect the cost of credit to increase.
- Top three concern areas are cost & availability of labour, rising interest rates, and inflationary conditions.
- The survey is based on responses received from industry across the Northern Region states and captures the outlook of the industry across the Northern Region.

1. OUTLOOK ON THE ECONOMY

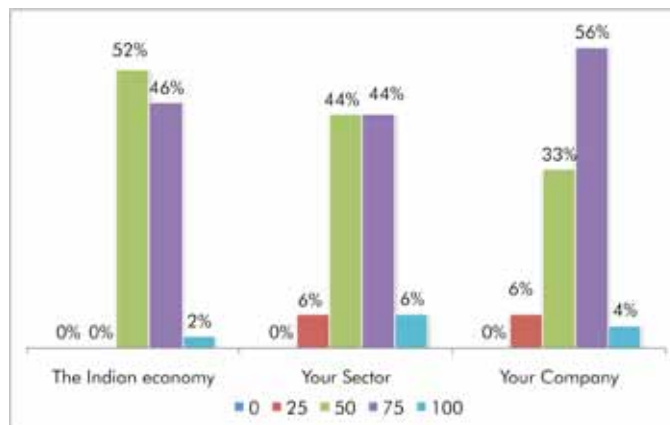
As many as 74% of the respondents expect GDP growth of 8% or more as against 61% in the previous October-December 2010-11 survey, reflecting a very strong positive sentiment for the economy.

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



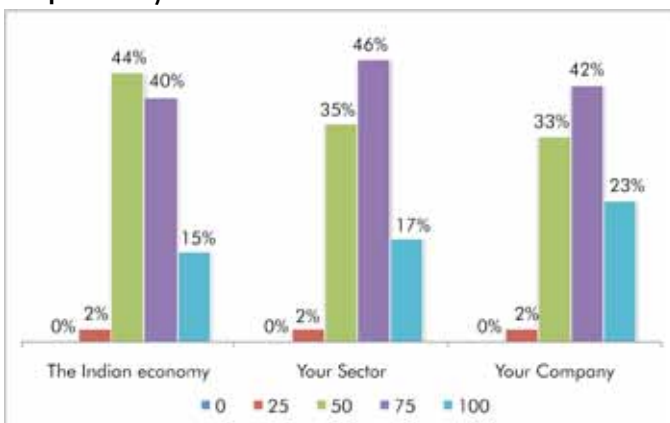
2. OUTLOOK ON BUSINESS PROSPECTS

Current conditions vs the July-September 2010 (% of Respondents)



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

Business Expectation: January - March 2011 (% of Respondents)



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

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

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

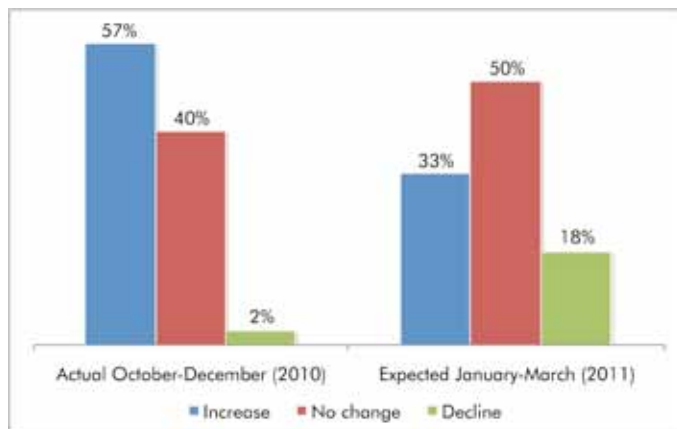
3. AVAILABILITY AND COST OF CREDIT

Availability of Credit (% of Respondents)



The survey reveals **credit availability as a concern** area. 81% of the respondents did not witness any increase in credit availability in the last three months. 58% of the respondents expect no change in the credit availability as against 59% reporting no change in the last three months. However, percentage of respondents expecting no increase for the current three months decreased to 66%.

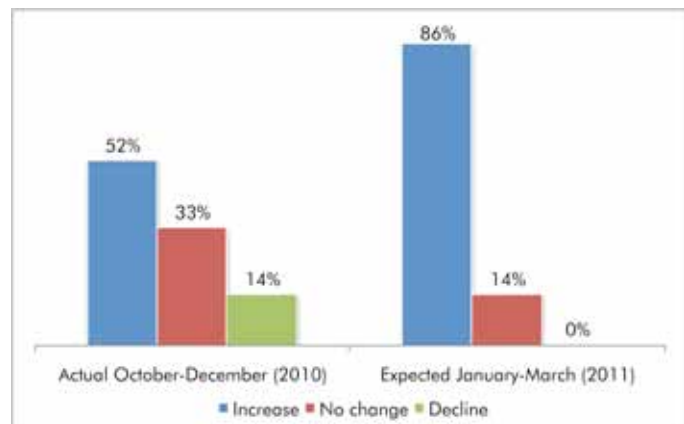
Cost of Credit (% of Respondents)



Only 33% of the respondents expect the cost of credit to increase during the current three months and another 50% expecting status quo.

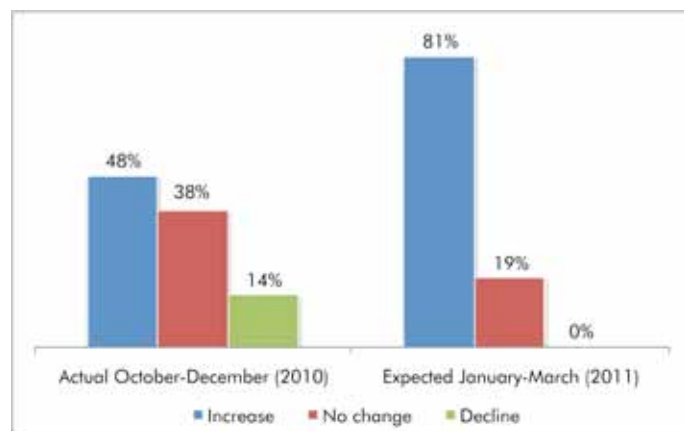
4. VOLUME AND VALUE OF EXPORTS

Volume of Exports (% of Respondents)



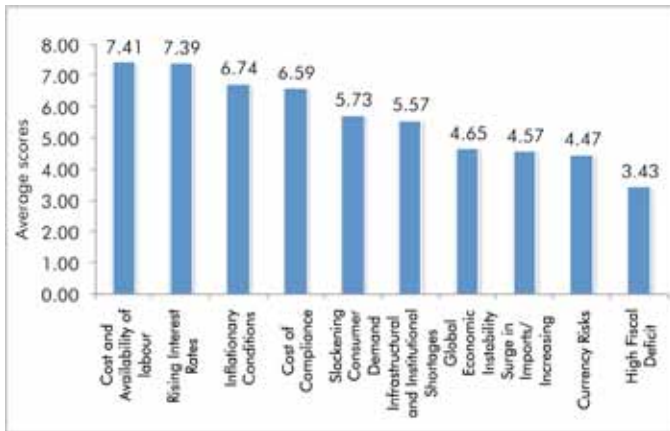
As high as 86% of the respondents expect an increase in volume of exports and another 14% expect status quo. As against this, only 52% of the respondents reported an increase in exports during the last three months.

Value of Exports (% of Respondents)



There is similar optimism in terms of value of exports; with 81% of the respondents expecting an increase. This is higher than the expectation level (68% of the respondents) recorded during the previous survey for the period October - December 2010.

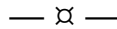
5. KEY CONCERNS



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

Cost of compliance and slackening consumer demand are the fourth and fifth most important concern respectively for the Indian corporates.

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



The Indian Healthcare Scenario

Sanjay Banerjee
Co-Chair, Healthcare Committee (NR)
& Managing Director, Zimmer India

Delivering affordable health care to India's billion-plus people presents the biggest challenge and the biggest opportunity for the medical community, insurers and other service providers. Innovative technologies, processes and partnerships forged by the Indian government and private companies have begun bridging the health care gap.

The BIG picture

An important stimulant for growth in the healthcare sector is India's booming population, currently 1.2 billion and increasing at a 2% annual rate. By 2030, India is expected to surpass China as the world's most populous nation. By 2050, the population is projected to reach 1.6 billion.

This population increase is partly due to improvement in healthcare facilities and the government's emphasis on eradicating diseases such as hepatitis and polio among infants. In addition, life expectancy is rapidly approaching the levels of the western world. By 2025, an estimated 189 million Indians will be at least 60 years of age, as a result of growing prosperity and emphasis on preventive medicine. The growing elderly population will create a huge burden on India's healthcare systems.

The Indian economy is also growing at a very healthy pace

and this thriving economy is driving urbanization and creating a burgeoning middle class, which can afford better healthcare. The number of working women has also grown significantly which also helps in boosting the disposable income and desire for better quality.

It is estimated that currently at least 60 million Indians can afford to buy Allopathic medicines.

Lifestyle and Urbanisation diseases

Another growth factor for the healthcare sector is the increase in both infectious and chronic degenerative diseases.

This worrying trend can be traced to the decaying urban infrastructure – whether housing, healthcare or drainage systems and the growing penchant of Indians for travelling.

Apart from the onslaught of infectious diseases, lifestyle diseases such as AIDS, cancer, hypertension, diabetes, heart ailments, obesity, etc., are reaching epidemic standards.

Healthcare Infrastructure

The physical infrastructure is well short to meet even the current demands. While we have several islands of excellence in

healthcare delivery, they are limited in their endeavour to improve healthcare standards on account of the pathetic condition of the infrastructure in the vast majority of the country.

In 2000, roughly two-thirds of the hospitals in India were public. Most of these facilities can only provide basic care. With a few exceptions, such as the All India Institute of Medical Studies (AIIMS), public health facilities are inefficient, inadequately managed and staffed, and have poorly maintained medical equipment. The number of public health facilities also is inadequate. For instance, as per a PWC report, India needs 74,150 community health centers per million population but has less than half that number. In addition, at least 11 Indian states do not have laboratories for testing drugs, and more than half of existing laboratories are not properly equipped or staffed. The principal responsibility for public health funding lies with the state governments, which provide about 80% of public funding. The federal government contributes another 15%, mostly through national health programs.

The healthcare development in the country is happening mostly because of the private sector. Till five years ago, private companies accounted for nearly 80% of India's \$30 billion expenditure on healthcare. Approximately, 70% of all hospitals and 40% of hospital beds in the country are in the private sector.

Insurance

A widespread lack of health insurance compounds the healthcare challenges that India faces.

Only 11% of the population has any form of health insurance coverage. For the small percentage of Indians who do have some insurance, the main provider is the government-run General Insurance Company (GIC), along with its four subsidiaries. Only 1% of the population was covered by private health insurance in 2004-05. Group insurance accounted for 35% of the total health insurance business during that period.

The pressing need of the hour, that needs a lot of thought and pragmatic action, to ensure that good quality healthcare reaches the majority of the population, is Insurance.

1) The government's efforts to bring into the ambit of insurance a vast majority of the population is well intentioned but in the hurry to get the schemes implemented quickly have created a situation where surgeons are forced to use cheap equipment, medicines & devices of dubious quality to be able to provide treatment within the limits defined for each type of surgery.

The problem is compounded by the fact that some state governments have informed the electorate that the amount sanctioned per surgery is Rs.100,000 whereas in reality, in most cases it averages Rs.35000. Physicians are often apprehensive that usage of low quality products may result in complications and deliver sub-optimal results thereby leading to patients' relatives accusing them of unethical practices. It has come to a stage where doctors and hospitals are contemplating withdrawing their names from the network of providers as they feel their reputation of providing reliable care is being compromised.

The governments need to seriously rethink on the limits specified for different surgeries based on empirical data and deliberations with industry associations.

2) The latest stand off between the TPAs and the hospitals to provide cashless treatment is one where the hospitals need to introspect. It is true that quite a few hospitals do levy higher charges when the patient is covered by insurance.

Without cashless facility, the exercise of getting more and more people covered by insurance becomes meaningless. The greed of a few should not create obstacles in our efforts to provide healthcare to every citizen of this country.

A solution could be to charge a higher premium in case the person decides to opt for a network of hospitals which are categorized as high end hospitals and to charge the normal premium for the network of hospitals approved by the insurance company.

The hospitals also need to be a lot more transparent in the charges being levied. This will help in bridging the trust deficit not only between the insurance company and the hospital but more importantly, between the hospital and the patient.

The Hope

Health is Wealth is an adage not only for individuals but for everyone in the healthcare sector.

We need to quickly address the issues at hand to ensure that India is fit enough to take full advantage of the emerging opportunities to become the strongest economy in the world.

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FMCG Roadmap to 2020

The game changer



The Indian FMCG industry at INR 1300 billion (in FY2010) accounts for 2.2 per cent of the GDP of the country. Given the inherently essential nature of the products, the sector is more or less immune to recessionary pressures. The last decade has seen the sector grow by 11 per cent annually. Robust GDP growth, opening up of rural markets, increased income in rural areas, growing urbanization along with evolving consumer lifestyles and buying behaviours have all been drivers of this growth. Over the next decade, all the above drivers are expected to continue to impact the industry favourably. FMCG industry aims at growing at a base rate of at least 12 per cent annually to become an INR 4000 billion industry by 2020. Additionally, if some of the factors play out favourably within an environment of enabling policy and easing of supply constraints, 17 per cent growth may be expected over the next decade, leading to an overall industry size of INR 6200 billion by 2020. FMCG consumption is becoming more and more broad-based, and has reached an inflexion point where the growth can be expected to take off, following the traditional 'S-shaped' curve witnessed across many markets. While on an average, the growth of the industry will be strong, it will not be uniform. Variations are likely across product categories, companies and locations.

Based on the research and extensive interviews, nine mega trends have been identified across consumers, markets, and environments which will shape the industry by 2020.

- 1. Accelerating Premiumization:** Continuous income growth coupled with an increased willingness to spend will push consumer up-trading and demand for higher priced, better

quality (real or perceived) products.

- 2. Evolving Categories:** Many consumers with rising economic status will shift from basic 'need' to 'want' based products. In addition, evolving lifestyle behaviour and emphasis on beauty, health, and wellness will see increased requirements for customized and more relevant products.
- 3. Goldmine at BOP:** A significant majority of the population in the country, especially in the rural markets, will become an important source of consumption by moving beyond the 'survival' mode. This bottom-of-the-pyramid (BOP) segment will require tailored products at highly affordable prices with the potential of very large volume supplies.
- 4. Rapid Globalisation:** While many leading foreign multinational companies (MNCs) have operated in the country for years, given liberal policies, the next decade will witness increased competition from Tier 2 and 3 global players. In addition, larger Indian companies will continue to seek opportunities internationally and also gain access to more global brands, products, and operating practices.
- 5. Many Indias:** Despite the complexities of our language, culture, and distances, the Indian market has largely been seen as a homogenous market. Increased scale and spending power will demand more fragmented and customized business models (across products, branding and operating structures).
- 6. Growing Modern Trade:** The share of modern trade will increase and may be expected to account for nearly 30 per cent of the total trade by 2020. This channel will compete with existing traditional trade (approximately 8 million stores which will continue to grow) and offer both a distribution channel through its cash & carry model as well as other avenues to interact with the consumer.
- 7. Eco-consciousness:** Global climatic changes, dwindling natural resources, and growing ecological awareness of consumers are increasing emphasis on environmental concerns. The pressure on companies to go green is growing due to the involvement of various stakeholders—the government (through policy), the consumers (through brand choice) and NGOs (through awareness and advocacy).
- 8. Game-changing Technologies:** Increased relevant functionality coupled with lower costs will enable technology deployment to drive significant benefits and allow companies to deal with complex business environments. This will be seen both in terms of efficiencies in the back-end processes (for example, supply chain and distribution) as well as in the front-end (for example, consumer marketing).
- 9. Enabling Policies:** Many government policies under consideration, if executed, can help create a more suitable operating environment. This will help boost both demand and

supply. Demand will go up because of increase in income levels and spread of education and supply will be augmented by removal of process bottlenecks and boost in infrastructure investments.

While some of the above trends can already be observed today, many are yet to break the existing paradigms. In addition, the confluence of many of these change drivers—consumers, technology, government policy, channel partners—will have a multiplier effect and magnify both the magnitude as well as the pace of change. As with any change that is disruptive in nature, there will be winners and losers. This transition from a stable and homogenous operating model to a dynamic, unpredictable and rapidly changing operating model will have significant implications for the industry and its stakeholders.

To excel in this new model one will need to enhance current capabilities and build new ones to bridge gaps. In this new setup, FMCG companies will have six imperatives from a business strategy perspective:

1. Disaggregating the operating model
2. Winning the talent wars

3. Bringing sustainability into the strategic agenda
4. Re-inventing marketing for 'i-consumers'
5. Re-engineering supply chains
6. Partnering with modern trade

Stakeholders including government, retailers, NGOs, and investors will also need to play a key role in supporting the growth of the industry, while continuing to deliver on their core business and social mandates. In conclusion, the FMCG sector in India is poised for rapid growth in the next 10 years. Companies will need to evolve to better meet the rapidly changing consumer needs within an increasingly complex operating environment. The FMCG industry in 2020 will be larger, more responsible, and more tuned to its evolved customers.

(This is an executive summary of the report of the report on "FMCG Roadmap to 2020- the game changer" released at CII FMCG Forum 2010 on 8 November 2010")

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Discussion on Agri Policy of Rajasthan

31 December 2010, Jaipur

A meeting of the Task Force to prepare Agriculture Policy of Rajasthan was attended by Mr R K Meena, Principal Secretary, Agriculture, GoR; Mr J C Mohanty, Commissioner– Agriculture, Government of Rajasthan (GoR); Mr Umesh Kumar, Administrator, Rajasthan State Agriculture Marketing Board; Mr Rajesh Sharma, Director, Animal Husbandry and Mr S G Vyas, Vice Chairman CII Rajasthan.

Key Points of discussion:

1. Integrated Pest Management (IPM)

Integrated Pest Management (IPM) practices should be popularized to ensure that pests, diseases & weeds do not destroy the crops. This would also ensure proper, safe and judicious use of chemical pesticides. Special emphasis on use of bio-pesticides and use of relevant traditional practices.

2. Land Reforms

One major challenge of agriculture is fragmented land holdings due to which investments in technologies, such as farm mechanization, drip irrigation and use of high quality inputs such as seeds, fertilizers & pesticides becomes increasingly difficult.

Therefore, it is important to draft and implement a Farm Land Leasing Law which may allow cooperatives, NGOs, private firms

etc. to lease the contiguous small farm lands for a 15-20 year period from the farmers without any change in ownership.

The policy must strongly recommend the computerization of all land records, especially in the rural areas and try and settle all the litigations / disputes for more effective land utilisation for agriculture.

Karnataka has also done this with tremendous success.

3. Water management including dry land agriculture

A detailed plan for the construction of check dams and water percolation ponds should be prepared to help raise the water table of the state.

A full scale program should be drawn up for the regular upkeep, repairs and maintenance of irrigation canal and systems to ensure their efficient use.

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Pre Budget Memorandum submitted for Himachal, Punjab & Rajasthan

Issue		State	Recommendation
Taxation	VAT	Punjab	<ul style="list-style-type: none"> - VAT rates charged across all sectors should be aligned with neighboring states to have a level playing field. - 75% of the amount of VAT charged be refunded immediately to the entrepreneur and rest 25% on submission of C& H forms (need to qualify refund as in is this for exports, or is this for excess VAT etc). - Input credit should be allowed on LPG without any disallowance of 4% under sec 13 (4) Punjab VAT act , 2005, to encourage the use of cleaner fuels.
		Rajasthan	<ul style="list-style-type: none"> - Allow Input Tax Credit under Rajasthan VAT regime for mining. - Re-classification of Minerals and Mineral Powders in schedule – IV, part (B) of Rajasthan VAT Act, 2003.
	Entry Tax	Himachal	<ul style="list-style-type: none"> - Make the entry tax Vatable on some items which are being utilized as industrial inputs. The State Government has agreed in principle and assured that a notification in this regard will be issued soon.
	Property Tax	Punjab	<ul style="list-style-type: none"> - Property tax structure be revisited. Adopt computation of property tax on the basis of the unit area method to ensure better commercial development.
	Urban Development Tax	Rajasthan	<ul style="list-style-type: none"> - Government of Rajasthan has levied Urban Development Tax on all the properties including industries. All the industrial estates in Rajasthan are owned and developed by RIICO and industry charged an annual development and service charges. The Urban Development Tax levied by Nagar Nigam on properties situated in Industrial Estates owned and developed by RIICO amounts to double taxation for such units and needs to be withdrawn.
Infrastructure		Punjab	<ul style="list-style-type: none"> - Encourage exports from Derabassi industrial belt by starting dedicated freight trains from Dappar dry port to ports at Mumbai & Kandla.
		Rajasthan	<ul style="list-style-type: none"> - Highways for road transportation should be constructed alongside the rail corridors to reduce logistic costs. - Bhiwadi is a very big industrial town in Alwar District, which needs to be connected with Rail Transport. - Besides Jaipur airport, other civilian airports at Bikaner, Sri-Ganganagar and Jaisalmer should be made operational and flights revived. - Create an inventory of bankable infrastructure projects to be awarded under PPP.
		Himachal	<ul style="list-style-type: none"> - Make sufficient budgetary allocations for improvement of road and rail infrastructure with an objective to reduce the transportation costs and also to facilitate inter-state trade.



Issue	State	Recommendation
Industrial Development	Rajasthan	<ul style="list-style-type: none"> - Attract investments in the state through national and international road shows CII would be keen to partner any such effort. - Low cost industrial plots to be made available to industry. A land bank should be created and widely publicized. - Exemption from inspection be accorded to units having Social Accountability certifications SA8000, OHAS, etc. - Create a website wherein all rules, regulations, schemes, relevant notifications of industries department, RIICO, RFC, RSEB, Pollution control board, electricity companies are posted for reference and sue of potential investors. Also all applications should be submitted and processed electronically.
Agriculture	Rajasthan	<ul style="list-style-type: none"> - Model Land Leasing Act to be introduced in system by Government in line with the APMC Model Act. - Legalize land leasing in all areas within existing ceiling limits. - Land lease should be allowed for longer tenure, say 10 years, without alienating the ownership rights of farmers. - Increase the water table of the state by constructing check dams, water percolation ponds and water harvesting structures. - Rajasthan be declared as Mustard Production State as it produces about 50% of mustard seed of the country.
Tourism	Rajasthan	<ul style="list-style-type: none"> - Budget outlay for Rural Tourism Projects located in backward areas of Rajasthan should be increased. - More emphasis on Infrastructure development in rural areas to promote rural tourism including Inter & Intra State Air, Road & Rail connectivity between important tourist cities. - Special Incentives for areas where rural crafts are developing, more emphasis on cluster development for the skill development and overall development of those area. - Special Events for the promotion of Tourism Industry.
	Himachal	<ul style="list-style-type: none"> - Enhance budgetary allocations for tourism sector which has a great potential in the hill state and is considered as the most sustainable industry for the State. Other recommendations include destination development, automated parking lots and preparation of a long-term vision for tourism development.
Others	Punjab	<ul style="list-style-type: none"> - For industries, separate circle rates of stamp duty should be introduced, which is minimal and also encourage industrialization. - Setting up a dedicated helpline or portal where the problems faced by citizens can be addressed and help fighting crime and corruption. - Right to Service Act to be implemented to give an impetus to industrial growth and governance. - Formation of a task force including representatives from industry and state government for ushering labour reforms.



CHANDIGARH

Interaction with Mr Peter Varghese AO, Australian High Commissioner to India, 14 January 2010, Chandigarh

An interaction with H E Mr Peter Varghese, Australian High Commissioner to India was organized to discuss the areas of cooperation between CII Northern Region and Austrade. The areas that emerged included bilateral trade, cultural exchange programme, art & film festivals and wine tasting sessions.

Discussion on business opportunities in IT

20 January 2011, Chandigarh

Mr Rohit Manchanda, Director, New South Wales Government Business Office interacted with CII Chandigarh members to discuss business opportunities in the IT sector.



Interaction with Peter Varghese AO, Australian High Commissioner to India



DELHI

CII members explore Business opportunities

23 November 2010, New Delhi

CII members explored business opportunities in Gujarat at the road show addressed by Shri Narendra Modi, Hon'ble Chief Minister of Gujarat and other Government officials from Gujarat.

Several companies signed MoUs with Gujarat Government in the presence of the Chief Minister.



M Sahu, Principal Secretary - Industries & Mines Department, Government of Gujarat; A K Joti, Chief Secretary, Government of Gujarat; Narendra Modi, Hon'ble Chief Minister, Government of Gujarat; Arun Bharatram, Past President, CII & Chairman SRF Ltd; and, Chandrjit Banerjee, Director General, CII

Meeting of the Minimum Wages Advisory Committee, 25 January 2011, New Delhi

Government will fix the minimum wage rates and announce the same in due course.



HARYANA

Comprehensive set of recommendations on labour situation submitted, 20 January 2011, Chandigarh

The HR panel of CII Haryana submitted a comprehensive set of recommendations on the labour situation in the state to Mr Sarbans Singh, Financial Commissioner & Principal Secretary Labour & Employment.

This was in continuation to the recommendations submitted last year on the acts such as Factories Act 1948, Apprenticeship Act and Standing Act, Industrial Disputes Act, Minimum Wages Act, Industrial Disputes Act 1947, Contract Labour (R & A) Act 1970, Building and other Construction Worker Act and other important notifications. Mr Singh assured that the state government is working towards ensuring healthy industrial relations in the state.

Meeting with Mr Hardeep Kumar, Financial Commissioner & Principal Secretary - Animal Husbandry and Dairying Department

20 January 2011, Chandigarh

A meeting was held with Mr Hardeep Kumar, Financial Commissioner & Principal Secretary Animal Husbandry and Dairying Department to discuss the issues related to the dairy



Hon'ble Chief Minister of Haryana, Shri Bhupinder Singh Hooda

sector and engage farmers in this sector. Mr Kumar mentioned the various research and development projects running under Haryana Livestock Development Board.

Meeting with Shri Bhupinder Singh Hooda, Chief Minister, Haryana, 28 January 2010, New Delhi

CII delegation met with Hon'ble Chief Minister, Shri Bhupinder Singh Hooda, to explore the possibility of setting up joint agri business relations between Haryana and the African Nations. Linkages with the Hissar Agricultural University and the NDRI were discussed. A presentation was made by Government of Haryana showcasing the strengths of the state.



HIMACHAL PRADESH

Industrial safety management: Key drivers

28 January 2011, Chandigarh

Indian industries have been witnessing rapid growth and transition in the area of technology since last couple of decades and as a result there is an increase and complexity of accidents resulting in industrial losses. These losses have to be minimized by adopting proper safety management policies, standards and programmes, emphasized Mr C N Dhar, Member CII Himachal Pradesh during



Dr Vandana Sharma, Manager, Corporate Trainings, Aceso Health & Safety Solution; C N Dhar, Sr Vice President, Indofarm Equipments Pvt Ltd; A K Jain, Director, Systems Advisers

his address at the seminar on Industrial Safety Management.

Mr Bhupesh Upadhyay, GM – EHS, Ranbaxy Laboratories stressed on the need of adherence and compliance to the relevant safety standards and practices to keep up with the pace of the technological advancements.

Best practices adopted by various industrial houses on the subject were shared with 40 industrial participants.

Emphasis was laid on

- Compliance
- Standards and certification
- Risk management system in process industries
- Hazard identification, prevention and control



JAMMU & KASHMIR

Discussion on Agriculture with Mr Ghulam Hassan Mir, Minister for Agriculture, Government of J & K, 21 December 2010, Jammu

During the interaction CII J & K chairman, Mr Vicky Mahajan, Chairman apprised the minister about various planned activities by CII for the promotion of agriculture in the state.

CII will be organising Agri Conclave in February 2011 in Jammu and bring in experts from various parts of the country to showcase the latest technologies and equipments in the field of agriculture.

Agri minister appreciated CII initiative and assured the participation of the government. He also suggested awareness sessions in the field of horticulture, floriculture, herbal and medicinal plants and also sericulture to help farmers in J&K compete with the rest of the world.

He also informed that the government is planning to setup 15 Mandis in J & K.



CII delegation during interaction with Ghulam Hassan Mir Minister for Agriculture Government of J & K

Government appreciates CII Leh Relief & Rehab Project, 5 January 2011, Jammu

CII delegation led by Mr Vicky Mahajan, Chairman CII J & K called on Mr N R Jora, Minister for tourism & culture, Government of J & K and briefed the minister about the CII's Relief and Rehabilitation work in Leh.

Mr N R Jora complimented CII for the work done in Leh. He said that it was not an easy task to work in such harsh conditions.

Managing municipal solid waste

14 December 2010, Jammu

"Urban India is already facing a massive waste disposal problem in the coming years. Until now, the problem of waste was seen as one of cleaning and disposing rubbish. But a closer look at the current and future scenario reveals that waste needs to be treated holistically, recognising its harmful impacts on environment & human health," said Mr Sanjeev Verma, Deputy Commissioner – Jammu in his inaugural address at the CII Session on Municipal Solid Waste Management.

Mr Lal Chand, Chairman, J&K State Pollution Control Board shared the guidelines of the J&K State Pollution Control Board in the field of Solid Waste Management and discussed about the various techniques of converting solid waste into useful products.



Dr Mohit Gera, Member Secretary, J&K State Pollution Control Board discussed the regulatory issues in the field of Solid Waste Management and informed on the roles and responsibilities of implementing, enforcement & regulatory agencies.

Other than local industries, the programme was attended by 70 key officials from J&K State Pollution Control Board, Departments of Municipal Corporation, Jammu & Directorate of Local Bodies, Jammu.



PUNJAB

Interaction with Mr. Yashvir Mahajan, Deputy Commissioner, Fatehgarh Sahib

20 January 2011, Mandi Gobindgarh

Mandi Gobindgarh being the hub of steel business in North India sees a heavy flow of traffic specially the heavy vehicles leading to early damage to the roads. CII Mandi Gobindgarh core group interacted with Mr Yashvir Mahajan, Deputy Commissioner, District Fatehgarh Sahib on the state of internal roads and parking problems in the city, which needs high attention of the Government and the local bodies.

Goods & Services Tax: Issues and Challenges

17 December 2010, Chandigarh

The session debated on the possible implications of GST to help the industry & trade to smoothly integrate to the new system. The proposed introduction of GST regime from April 2011 is expected to bring about a fundamental overhaul of the Indian Indirect Tax regime, aligning it with the global standards.

At the session **Mr A Venu Prasad, Commissioner, Excise & Taxation, Punjab** highlighted that for effective and efficient



Interaction with Yashvir Mahajan, Deputy Commissioner, Fatehgarh Sahib

applicability of this new regime, all states have to be on board and consensus building on this important issue is also very critical.

Mr Harpreet Singh, Associate Director, Tax & Regulatory Services, Indirect Tax, **KPMG** provided Industry with some valuable insights on implementation of GST and its impact on the Industry of this region.



24 December 2010, Jalandhar

Businesses in Punjab and particularly in Jalandhar are primarily family run affairs and with the growth of businesses, a need for evolving a different model becomes imperative to avoid conflicts within the family and also to perpetuate family business. The session helped industry develop better understanding on family

business unit and cultivate creativity in the organisation to build group cohesion and rapport. Mr Ajay Bhalla from Cass Business School City University London shared guidelines for having effective family business.

The programme highlighted upon the following key issues

- Global innovation strategy and firm configuration
- Influence of ownership & governance structure on innovation and entrepreneurship
- Operation in emerging market with specific focus on India

Business partners, family members and other decision makers from family run businesses/industry participated and learned from the experience of the eminent speaker.



RAJASTHAN

Interaction with H.E. Shri Shivraj Patil, Governor of Rajasthan, 7 January 2011, Jaipur

A meeting was held with H.E. Shri Shivraj Patil, Governor of Rajasthan to brief him on CII activities and initiatives in Rajasthan.



Meeting with...

Mr R K Singh, Regional Commissioner – Provident Fund, Rajasthan & with Mr S K Verma, Passport Officer, Rajasthan to discuss the issues of members related to PF and Passport
15 December 2010, Jaipur

Mr Niranjan Arya, Commissioner– Commercial Taxes, Government of Rajasthan to discuss issues related with VAT, Input Tax Credit, GST, 13 January 2011, Jaipur



Top: Rohit Saboo, Chairman, CII Rajasthan with H E Shri Shivraj Patil, Governor of Rajasthan

Above: R K Singh, Regional Commissioner – Provident Fund, Rajasthan & with S K Verma, Passport Officer, Rajasthan during an interaction with CII members



UTTAR PRADESH

Developing Lucknow-Kanpur corridor as an IT-BPO Hub, 18 December, 2010, Lucknow

Taking forward CII's agenda for greater economic activity in Lucknow and industrial rejuvenation of Kanpur, CII interactive session discussed the possibilities and challenges in developing Lucknow-Kanpur corridor as an IT-BPO Hub. The session called for a need of a Special Purpose Vehicle and that the government should directly promote an IT SEZ in Lucknow as done in other tier-2 cities, else help in land acquisition.

The Guest of Honour, Mr Anoop Mishra, IAS, Infrastructure & Industrial Development Commissioner, Government of Uttar Pradesh mentioned that we have no dearth of intellectuals in the region and to develop this corridor, the trick is to get the first movers.



Left to right: Prof Sanjay Dhande, Director, Indian Institute of Technology, Kanpur (IIT-K); Anoop Mishra, IAS, Infrastructure & Industrial Development Commissioner, Govt. of UP; and Jayant Krishna, Chairman, CII UP at the deliberation



UTTARAKHAND

Financing options for MSMEs

28 December 2010, Dehradun

Given the topography of Uttarakhand, MSMEs have an important role to play in the economic development of the State. Hence the Government of Uttarakhand is laying great emphasis on the development of the MSMEs. With vast majority of membership from the MSME segment, CII is also working towards the development the MSMEs as a priority agenda.

To facilitate the same, an interaction for membership was organized with State Bank of India, Dehradun. Mr Parveen Shankar, DGM Credit, State Bank of India & Mr Arvind Mehta, Regional Manager, State Bank of India, Dehradun apprised the council on various financing schemes offered by SBI to MSME's in the state.





competitiveness

CII-BEE workshop - Enhancing competitiveness through energy efficiency

19 November 2011, Chandigarh; 18 December 2010, Jammu; 14 January 2011, Noida; 18th January 2011, Jalandhar

CII Cluster Approach helps SMEs to enhance their competitiveness by identification of avoidable energy losses, quantification of losses, recommendations for minimising/eliminating the identified losses, monitoring support in implementation, training & guidelines for vendor identification. The CII-BEE workshop series brought all these to the industry for long term sustainable growth.

With the introduction of nuclear based power plants, companies would have to find cost effective and energy efficient solutions. We can look at South Korea and Japan for innovations, new designs, new concepts and move towards green buildings to achieve higher energy efficiency.”

- Ram Niwas, Home Secretary, Chandigarh Administration

“This is a much-needed initiative to build up a robust renewable energy base as a strategy to ensure a sustainable future for itself.”

- B S Dua, Director Industries and Commerce, J&K

Ram Niwas, Home Secretary, Chandigarh Administration & Nitin Peshawaria, Chairman CII Chandigarh during the CII-BEE workshop



Quality Missions: Learning by Sharing

10 December 2010, Jaipur; 19-20 January 2011, Mohali; 20-21 January 2011, Pune; 28-29 January 2010, Uttarakhand

In current economic scenario, it has become important for organisations to adopt best practices to ensure quality products at low cost. Quality missions to various industrial locations were organised to enhance competitiveness & best practices in the member companies. It also provided a platform to share views on the directions that need to be taken by Indian industry to achieve technological excellence.

In Jaipur, the quality mission to Autolite India and Bosch Ltd saw participation from 35 industry members from Rajasthan.

During the two-day Mission to Pune, industry members from J&K visited four industries that have excelled in the automotive and engineering sector – Mercedes Benz India, Volkswagen India, Thermax and Cummins Generator Technologies.

In Mohali, the 15-member industry delegation from Punjab visited Mahindra & Mahindra Ltd, Swaraj Division, Akzo Nobel India (formerly ICI Paints), Ranbaxy Laboratories, and Philips Electronics India (Mohali Lighting Plant).

A 30-member delegation from Chandigarh was taken to Hero Honda, Aqua Mall & BHEL to Dehradun, during a two-day mission.

J&K industry members visit to Mercedes Benz India, Pune



On improving performance

HT Correspondent
ht@hindustantimes.com

JAIPUR: Management Guru Tapas Dasnohapatra on Wednesday presented a nine-point formula for attaining success at a Confederation of Indian Industries (CII) seminar on 'How to be a Star Performer'. Addressing industrialists and others at the seminar, Dasnohapatra said the nine points—initiative, communication, establishment, self-discipline, vision, followership, teamwork, leadership and performance—as the



• A speaker addresses participants at a CII seminar on 'How to become a star performer'. A H ZADU / HT PHOTO

He elaborated through case

22 December 2010, Kota

The seminar stressed on developing analytical approach, an ability that separates the stars from the rest and what one can do to become a star performer in times of great competition. Mr Pritam Singh, Divisional Commissioner – Kota, was the Chief Guest and Mr T Ravikanth, Collector & District Magistrate – Kota, Government of Rajasthan, was the Guest of Honour.

Key take aways:

- Be planned and learn to take small steps to begin with
- Stay up-to-date in your field and industry to be ready for most opportunities that come your way.
- Be proactive and develop a win-win situation for yourself and the company
- Take initiative and be ready for all sorts of work

Workshop on emerging trends in construction & design of concrete roads in Gorakhpur, UP



Capacity building – of professionals by professionals

27-28 December 2010, Gorakhpur

Sharing the best practices, the two-day workshop on emerging trends in construction & design of concrete roads in UP, was aimed at developing competence of road contractors and professionals from the State Government.

Presentations and discussions focused on concrete road designs, with special concentration on Jointed Plain Concrete Pavement (JPCP) and role of equipment in the building and beautifying roads. The programme was conducted by eminent faculty from Central Road Research Institute (CRRI); and CONMAT SYSTEMS Pvt. Ltd. and had participation from 125 senior officials from Rural Engineering Services and Public Works Department.

Strengthening customer relationships

22 January 2011, Noida

The workshop on "How to retain your customers - Satisfied Customer is your best advertisement" was conducted by Suresh Mohan Semwal, from Think INC and was attended by 40 delegates from various corporates.

The objectives of the workshop were:

- To help participants learn to sell consistently and effectively
- Develop confidence in their customer approach and interactions
- Develop their interpersonal sensitivity to strengthen customer relationships for repeat and enhanced business

Suresh Mohan Semwal, from Think INC conducting the workshop on 'How to retain customers'



exploring horizons



Pravasi Bharatiya Divas

Northern states welcome the Indian Diaspora: 9th Pravasi Bharatiya Divas

9-11 January 2011, New Delhi

The 9th Pravasi Bharatiya Divas was a multi-faceted event to strengthen the resilient bond between India and its diverse diaspora.

At a special plenary session on "Inclusive Growth" with select Chief Ministers, Dr Montek Singh Ahluwalia, Deputy Chairman, Planning Commission invited the overseas Indians to proudly come forward to discover, explore and connect with the vibrant Indian economy. The Chief Ministers from various states interacted with NRIs at individual state sessions to address the State specific queries of the NRIs.

Shri Bhupinder Singh Hooda, Chief Minister of Haryana invited investments in industrial estate and Green field projects for new urban townships in Haryana. Mr. Sukhbir Singh Badal, Deputy

Chief Minister of Punjab also interacted with Indian Diaspora at a special Punjab state session.

At the Rajasthan State session, Shri Vayalar Ravi, Minister of Overseas Affairs announced the next Pravasi Bharatiya Divas 2012 to be held in Jaipur. Mr Rajendra Pareek, Minister for Industry, Rajasthan; Ms Bina Kak, Minister for Tourism, Rajasthan; Mr S Ahmad, Chief Secretary, Government of Rajasthan; Mr Sunil Arora, Principal Secretary - Industries, Government of Rajasthan; & Mr Rajendra Bhanawat, Managing Director, RIICO Ltd, among others, were also present at the session.

Below left: CII Northern Region at the Pravasi Bharatiya Divas; Below middle: Shri Bhupinder Shingh Hooda, Chief Minster of Haryana at the exhibition; Below right: Mr Sukhbir Singh Badal, Deputy Chief Minister of Punjab, at the Punjab state session; Bottom: Plenary Session with select Chief Ministers



IT/ITES: Emerging opportunities in Commonwealth countries

6 October 2010, New Delhi

The CII Northern Region Committee on ICT & Emerging Technologies organised a plenary session on "IT/ITES: Emerging opportunities in Commonwealth countries" as a part of Commonwealth Business Forum 2010.

The key conclusions of the session included

- i. Value proposition has shifted from labour arbitrage to skill availability, transformational objectives, innovation and non-linear models for growth
- ii. Recent downturn notwithstanding, India's success has given rise to competition from low cost economies and has encouraged bigger players to add offerings, move towards full service offerings with wider geo-diversity in their delivery models
- iii. The centre of gravity of consumption geographies are shifting from US and UK to emerging markets of India, China and Latin America

The panel discussion moderated by Mr Pradeep Udhas, Executive Director-Advisor services, KPMG had eminent panelists like Mr Paul Grey, Head of Trade and Investment, Northern region, UK Trade and Investment, British High Commission; Mr B M Khanna, Former CMD, MTNL Ltd and Mr Udai Singh, Executive Vice President and Head, NIIT Imperia, among others.

Below: Plenary session on "IT/ITES: Emerging opportunities in Commonwealth countries" as a part of Commonwealth Business Forum 2010; Bottom: (L – R): Shiro Muramoto, Executive Director, Muramoto Industry Co. Ltd; H E Mr Toshizo Ido, Governor, Hyogo Prefecture; Zubin J Irani, Chairman, CII Delhi



Come, experience Indonesia, says envoy



Ambassador of Indonesia, Lt Gen (ret'd) Andi M Ghalib speaking during a function at CII in Lucknow on November 22, 2010.

Interaction with H.E. Lt. Gen (Retd) Andi M. Ghalib Ambassador of the Republic of Indonesia

22 November 2010, Lucknow

Business rendezvous of industry members with Lt Gen (R) Andi M Ghalib, Ambassador & Plenipotentiary, Republic of Indonesia, across major Northern cities helped explore new avenues for the Indian Industry. Indonesia is one of the fastest growing and emerging economies having natural synergies with the Indian economy. The Ambassador urged Indian enterprises to explore Indonesian natural resources of crude oil, natural gas, tin and copper.

Growing partnership between India and Japan

21 December 2010, New Delhi

In view of rapidly growing partnership between India and Japan, the Governor of Hyogo Prefecture, Mr Toshizo Ido led a 22-member business delegation to India to promote economic ties between India and Hyogo, one of the main manufacturing centres of Japanese industry.

The Governor gave a brief presentation on Hyogo economy and showed how the ties between the regions could be strengthened. Some of the companies that participated were Muramoto Industry Co. Ltd, Chiyoda Seiki Co. Ltd, Harima Chemicals Inc, Kobe Steel Ltd, Konando Printing Inc Ltd, Sunami Shoji Co. Ltd, Showa Seiko Co. Ltd, Tanisho & Co. Ltd, and Tatebishi Densan Co. Ltd.

reaching out



Police Department goes hi-tech

7 January 2011, Ludhiana

CII Punjab with the support of its member companies donated an “IBM CENTRALIZED SERVER” to the Police Department, Ludhiana. This server will store all the traffic related data of Ludhiana and help make the working of the local police, efficient and streamlined. The server costing about Rs. 3 Lakhs has been sponsored by Eastman Caste & Forge Ltd, Avon Cycles Limited, Ralson India Limited and Aarti Steel Limited. CII formally handed over the IBM Server at a ceremony to Mr P S Gill, Director General of Police. He appreciated CII’s role in the developmental initiatives being taken in the state.

Promoting Road safety

7 January 2011, Ludhiana

City development and welfare of society being high on priority, CII Punjab along with Police Department, Ludhiana jointly promoted use of blinkers and reflectors on vehicles especially during the foggy winter season to avoid accidents during early morning and late evening hours. CII members sponsored 20,000 reflectors that are being fitted on bicycles and two-wheelers of industry workers.

‘India Inc, NGOs need to foster partnerships’

CII-CAPART seminar highlights the importance of streamlining medium sector enterprises

By Live Correspondent
@indianbusiness.com

Delhi: Director general of Council for Advancement of People’s Action and Rural Technology (CAPART), Mohammed Haleem Khan, stressed at the start of the two-day conference between the corporates and NGOs.

He was speaking at a seminar on “Partnership: Implications for CSRs and NGOs” organized by CAPART and CII to bring together the industry and NGOs to foster inclusive partnerships and to support the MSMEs in the CSR sector through the following ways:

Calling for the need of channelizing MSE efforts for taking up CSR, Khan said, “Over 75% of the Indian industry is MSEs. Hence it is time that MSEs should come forward to join hands and take up corporate social responsibility as a mandate for its sustainability in the long run.”

At the inaugural session he also released a CSR dossier jointly prepared by CII & CAPART. Mr Deepak Maik, Co-Chairman Regional Sub-Committee on CSR was also present at the conference.



CSR-CSO Bridge, 1 February 2011, Chandigarh

Fostering new partnerships, the CII CSR - CSO Bridge 2011, urged all entrepreneurs in MSME to raise the bar of their Corporate Social Responsibility. The need is to forge Industry –NGO partnerships and commit to share values, responsibilities and gains, stated Mr D K Jain, Chairman, CII Regional Committee on CSR.

Calling for the need of channelizing MSE efforts for taking up CSR, Mr Mohammed Haleem Khan, Director General, Council for Advancement of People’s Action & Rural Technology (CAPART) said, “More than 75% of the Indian industry is MSEs. Hence it is time that MSEs should come forward to join hands and take up corporate social responsibility as a mandate for its sustainability in the long run.” At the inaugural session he also released a CSR dossier jointly prepared by CII & CAPART. Mr Deepak Maik, Co-Chairman Regional Sub-Committee on CSR was also present at the conference.

During the plenary, Industry’s perspective on NGO-Industry partnership came from companies like Maruti Suzuki India Ltd, Max India, ACC Ltd, NTPC and GPI, while NGO perspectives on Industry-NGO partnership were given by panelist from Global, Cancer Concern, Umeed Society, Anugraha, BPF, etc.

‘Pehal’, a dedicated exposition showcasing appreciative work of various CSOs saw participation of more than 20 CSOs. The session was attended by more than 200 stakeholders.



HIV/AIDS initiatives

HIV/AIDS Target Intervention Project continues

To counter the vulnerability amongst the workforce in Mandi Gobindgarh, CII Northern Region initiated a HIV/AIDS Target Intervention Project with assistance from Punjab State AIDS Control Society from July 2010.

Under the project,

- A need assessment survey was conducted that necessitated promoting HIV/AIDS awareness, condom promotion, sexually transmitted infections referral services amongst migrants whose majority came from UP and MP
- A pool of voluntary peer leaders from the migrant community have been identified and through their support over 2700 workers have been registered by five out reach worker staff
- Four health camps have been organised and exposure visit to the red ribbon express in Mandi Gobindgarh was facilitated

- Counseling services and referral services have been provided to the workers as an ongoing measure

Members can support the project in the following ways:

- Providing easy access to the project staff for interacting with the workers
- Identification of some workers who can act as peer leaders (each peer leader coordinates with 100 workers)
- Allowing to place for a condom vending box at the premises; to be administered by some sincere worker so that the same are not wasted and availability is ensured
- Allowing to use the facility during free hours for conducting street plays / puppet shows / health camps

World AIDS Day 2010, 1 December 2010, Chandigarh

CII donated packets of soya based nutritional supplements to 30 HIV positives associated with Chandigarh network of People Living with HIV/AIDS (PLHAs) on advent of World AIDS Day 2010.

Ms Charu Mathur, Regional Director, CII Northern Region, stated that in countries like ours where HIV infection is becoming a chronic, episodic condition, rehabilitation services have the potential to play an expanded role for PLHAs. However, little is known about rehabilitation in the context of HIV. The World AIDS Day calls upon for sustained involvement of all to contribute towards rehabilitation and support of HIV affected.

CII also organised a session on 'Appreciative Inquiry' whose proceeds were donated to the HIV positives. Around 30 children and 40 adult PLHIVs attended the programme

Corporates work towards sensitising society on HIV/AIDS, 21 January 2011, New Delhi

Confederation of Indian Industry and Delhi State AIDS Control Society got together and organised a session on "Waking Up to Risk: Corporate Responsibility" to tackle HIV/AIDS. The session aimed at increasing the level of awareness and behavioural change towards employees/colleagues suffering from HIV/AIDS at workplaces.

Ms Meenakshi Dhanda, Convenor, Core Group on Health & CSR Sub-Committee CII, Northern Region announced that CII had started a toll free service on HIV/AIDS in English, Hindi, Urdu and Punjabi languages. (BSNL/MTNL users can call on 1800-180-2008,). She further stated that CII has trained 55,000 people through workshops in order to strengthen corporate responsibility. In addition, 463 professionals have been trained on anti-retroviral therapy and 242 corporate members are signatory to the HIV policy for CII. The session was attended by over 40 companies from in and around Delhi.





Young Indians

Yi expands its galaxy

6 December 2010, Chandigarh

The Millennium School, Mohali has given its students an opportunity to enroll as members of Yi Student Nets. The students will get a platform through which they can make a difference as responsible citizens of the country. They can undertake projects dealing with environment, education, eye donation, traffic regulation and much more.

All these activities will help them start thinking and working for the country, to get an experience on leadership and team building and most importantly a connection with successful Young Indians who can be their role models.

Dr Rahul Mirchandani, Chair, Next Practices, Yi National, addressed the students and motivated them to work selflessly for their country, where all that is required of them is to have an 'IMAGINATION', that is imagine-a-nation and then give some time every week and have the will to work so as to make the difference.

Youth consultation workshop

14 December 2010, New Delhi

The Planning Commission of India has initiated a consultative process to obtain inputs from civil society on the 12th Five Year Plan to make it a truly "People's Plan".

Yi Delhi Chapter organised a youth consultation workshop to discuss and hear views of young representatives from academia and civil society on:



Top: Dr Rahul Mirchandani, Chair-Next Practices, Yi National, interacting with students at The Millennium School Mohali; Above: The youth consultation session in progress

- Decentralisation, empowerment and information
- Improved access to quality education
- Enhancing skills and faster generation of employment

Prof S N Malakar, Chairman, School of International Studies, Jawaharlal Nehru University chaired the session and was moderated by Ms Bhairavi Jani, National Chairman, Young Indians.

Inputs from all the participants on these challenges are being collated to be sent to The Planning Commission.

Young Indians in conversation with Mr P K Srivastava, IGP

22 January 2011, Chandigarh

CII's Young Indians organised an interaction with Mr P K Srivastava, IGP, Chandigarh to give a platform to the citizens to interact with prominent people and the decision makers of the city.

The discussion covered the origin of independence of police services; Reputation of police among citizens especially women; Image and future of Indian Police particularly efficiency. Among a few queries raised during the conversation it was reflected that Chandigarh, if not the safest city of the world, it certainly is one of the safest in India.



fete fiesta - celebration times



15 January 2011, Delhi



23 December 2010, Lucknow

Ek shaam Lucknow ke naam!

CELTIC CURRY: Only if all Lucknow residents were that much fond of The TV channel of the Confederation of Indian Industry (CII) organized an evening to celebrate a select group of its members into what used to be the famous show-biz event. It was held at Kirtana House, Ghumbor or Masdar Ali's residence, with the man himself playing the guitar. Just along with the music, he was awarded the whole by corporate host Manish Jaiswal Kishore.

An attempt at organizing a function in the city the evening turned out to be much more than just an informal interaction. Ruchi Khare, from the famed Bhaskar's 'Maa' Community, gave a demo-lesson on Kathak, while Masdar Ali gave a short speech on the various nuances of poetry and eloquence that have inspired his art.

HUGE THAT! If there was one thing that surprised with the event organized that evening, it was the private invitations of the All residents. A smiling Masdar Ali was seen showing his arrival. And Gupta the view of the city from the terrace.

EXCITING: Usha Gupta was heard excitedly asking everybody what a treat it was and how she would want such an activity to become regular in Lucknow.

And of course, another topic that kept getting mentioned was the revival of celebrating with songs like 'Nehru Chakra' and 'Nehru's Dream'. It is hoped that the Christmas event be remembered next for a similar occasion. MA Khare too said such occasions always spread a good word about the city.

This Christmas... SANTA goes UNCONVENTIONAL. distributes... Gajak, Revdi and Chikki

Photos: Ruchi Khare, Masdar Ali, Muzaffar Ali, Beena and Jayant Krishna, Beena Ali, Sumesh and Poojara, Usha Gupta, Akul and Sonika Mehra.

Cricket Tournament

11 Dec 2010 – 2 Jan 2011

CII-UTTARAKHAND CRICKET CUP

T20

Cricket Tournament

T20 cricket for industries under way

TRIBUNE NEWS SERVICE
DEHRADUN, December 14

The Garhwal team will take on the Kumaon Zone team on January 2 in the final of the first edition of T20 Cricket Cup being organised by the CII's Uttarakhand State Office. Eight teams from industries have been divided into groups, representing Garhwal and Kumaon regions in this tournament, which is being played in Pantnagar and Roorkee respectively.

Industries playing from the Kumaon region include Tata Motors, Bajaj Auto, Nestle and Minda while those from the Garhwal region include Hindustan Unilever Ltd, Aquamall, Akums and Shivam Autotech.

In the Kumaon region, the matches are being hosted by Tata Motors and in the Garhwal region the organisers are the Quantum Institute of Technology at Roorkee. At Pantnagar, Mahapatra, GM, HR, Tata Motors inaugurated the matches and tossed the coin for the first match.

While in the Garhwal region, Ajay Goel, Chairman, Quantum Institute, inaugurated the matches and tossed the coin for the first match.

At Pantnagar, the matches are scheduled to be played on December 11, 12, 17, 18 and 19 on GB Pant Nagar University Ground, Pantnagar. Whereas in Roorkee, the matches are scheduled to be played on December 11, 12, 18 and 19 at Quantum Institute, Mandla, Roorkee.

विदेशी कंपनियों से बढ़ी एग्रोटेक की चकाचौंध

जर्मनी, इटली, स्पेन की सशस्त्रीय कर रही आकर्षित

जर्मनी, इटली, स्पेन की सशस्त्रीय कर रही आकर्षित

जर्मनी, इटली, स्पेन की सशस्त्रीय कर रही आकर्षित

CII's Indo-Pak expo begins in city



AgroTech is a farmers' delight

The exhibition is on at Chandigarh's Parade Ground till Monday

The exhibition is on at Chandigarh's Parade Ground till Monday

Raise bar of CSR activities, CII tells small businesses

Small businesses should focus on CSR activities

Small businesses should focus on CSR activities

CII Stresses On Infra Growth In HP Pre-Budget Proposals

HP government should focus on infrastructure growth

HP government should focus on infrastructure growth

Adopt safety management policies to minimise industrial accidents: CII

NTL Co-ordinator stresses on safety management

NTL Co-ordinator stresses on safety management

INDONESIA SEEKS GREATER BUSINESS TIES WITH INDIA

Stresses on power, information technology, automobile sectors

Stresses on power, information technology, automobile sectors

Lower Punjab VAT rates, demands CII

CII demands lower VAT rates in Punjab

CII demands lower VAT rates in Punjab

Get a taste of Pakistan

Expo aims at showcasing the best of Indo-Pak culture

Expo aims at showcasing the best of Indo-Pak culture

CII Uttarakhand Cricket Cup-2010 takes off

Cricket tournament begins in Dehra Dun

Cricket tournament begins in Dehra Dun

DOWN MEMORY LANE

Reminiscing the past

Reminiscing the past

CII Uttarakhand Cricket Cup-2010 takes off



Agro-Tech'10: Corporates Should Invest In Afghan, Says Minister

Minister urges investment in Afghanistan

Minister urges investment in Afghanistan

सी.आई.आई. लुधियाना शाखा ने पुलिस विभाग को दिया कम्प्यूटर सर्वर

Computer server donated to police department

Computer server donated to police department

भैरवदेव 2010 'चित्रा' नृत्य प्रतियोगिता में विजेता

Winner of the Bhairavdev 2010 'Chitra' competition

Winner of the Bhairavdev 2010 'Chitra' competition

For Rs 6-lakh cr growth, FMCG sector must tap the 'many Indias'

Industry has to create new categories for growth

Industry has to create new categories for growth

टू-व्हीलर के लिए रीफ्लैक्टर मुहिम

Reflector campaign for two-wheelers

Reflector campaign for two-wheelers

CII organises 'Manufacturing Excellence Mission' to Pune

Manufacturing Excellence Mission in Pune

Manufacturing Excellence Mission in Pune

Agro-Tech'10: Corporates Should Invest In Afghan, Says Minister

Minister urges investment in Afghanistan

Minister urges investment in Afghanistan



Confederation of Indian Industry
Since 1895

Discover the Thread of Relationship

Exquisite craftsmanship from the Heart of Pakistan is here again...



**made in
PAKISTAN**
A Consumer Exposition from the heart of Pakistan

24th - 28th March, 2011

**Himachal Bhavan, Sector 28, Chandigarh
10 am to 8 pm**

After an overwhelming response in Jaipur and Chandigarh, CII's "made in PAKISTAN" is here again. An exclusive exposition showcasing the true heritage of Pakistan. This exposition is a mega platform for strengthening relationships and opening new business opportunities between the two countries.

Showcasing : Garments • Footwear • Furniture • Marble • Onyx • Gemstones • Handicrafts • Sports Goods
• Paintings • Dry Fruits • Cutlery • Melamine

Major Attraction : Food Court - Kebab, Biryani, Tikka, Phirni

CII's FORTHCOMING EVENTS



**AN EXCLUSIVE EXHIBITION ON
AIRCONDITIONING & REFRIGERATION**

Chandigarh : 8-11 April 2011

Lucknow : 22-25 April 2011

Varanasi : 22-25 April 2011



One Stop Destination for Kitchen Makeover

22-25 April 2011

Himachal Bhawan, Chandigarh



Confederation of Indian Industry
Since 1895

Secure Your Spot at North India's First Security Expo

SECURE NORTH 2011

Exposition & Conference on Internal Security

4-6 April 2011
CII Convention Centre,
Sector 31-A, Chandigarh (India)



CII brings to you Secure North 2011- the first ever exposition and conference on North India's Security Issues and Security Industry. North India's Security concerns are apparent and so is the scope for the Security Industry. Secure North is the platform for the all stakeholders to deliberate in an integrated manner and to display the latest trends and technologies on Border, Aviation, Commercial & Residential security. It's the biggest stage for the business of security!

Exhibitor Profile:

- Safety & Security Solutions
- CCTV & Alarm Solutions
- Cyber Security Providers
- Tracking & Screening Solutions
- Fire Safety & Disaster Management
- C4I Solutions • TETRA
- CRBN • PSIM

Visitor Profile

Defence / Police Officials
/Airport Authorities /Security
Officers /Procurement
Agencies/ Ministers &
decision makers from
Ministry of Home
Affairs /Security
Consultants/ Universities
/Colleges/ Municipalities
/Hotels/ Resorts /Leisure &
Retail Industry (Shopping
malls /Multiplexes)/Public
sector undertakings/
Hospitals/ Banks/
Industry/Architects
/Builders/Construction
Companies

Secure North 2011 Conference

Thought provoking Panel Discussions on pertinent topics related to various sectors of Internal Security

Itinerary for Panel Discussions

Day 1 • Global and Regional Security Challenges • Need for Public-Private Partnership • Information Security : The Key to Secure Businesses
• Useful Tools to Secure Infrastructure: Access Control and Alarm Systems • Role of Aware Employees: Useful Equipment

Day 2 • Business Continuity Management and Leadership • Surveillance, Tracking and Monitoring • Disaster Management

Senior Bureaucrats from the Ministry of Home Affairs; Ministry of Defence and eminent Speakers from the Industry would address & deliberate during the Conference.

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