



Vol. 12 No. 2 June 2012

# northern notes

NEWSLETTER OF CONFEDERATION OF INDIAN INDUSTRY

NORTHERN REGION

BUILDING SUSTAINABLE  
NORTH FOR TOMORROW



Attracting investment | Governance | Inclusivity | Policy reforms | Productivity enhancement

## FOREWORD

CII Northern Region is working towards its theme for the year 2012-13, 'Building Sustainable North for Tomorrow'.

This year, our focus is especially on improving the investment climate to facilitate growth and employment generation with the five sustained growth enablers, the axis around which the work of the region would revolve. These are: Attracting Investments, Governance, Inclusivity, Policy Reforms, and Productivity Enhancements.

Besides these growth enablers, we would continue to engage with the membership through our value-added services, focus on policy advocacy at state levels, enhance competitiveness of MSMEs, strive in the areas of power and water reforms, Affirmative Action, CSR, business development for members, and skills development & education with greater emphasis on quality & training.

To give a push towards continued interface with members, CII Northern Region Chairman, Mr Malvinder Mohan Singh and Deputy Chairman, Mr Jayant Dawar travelled all across the North and interacted with members to cull out the issues faced by members. The Chairman and Deputy Chairman called upon the Chief Ministers of Punjab, Haryana, Delhi, Uttar Pradesh and Uttarakhand to strengthen our interface with the political leadership in the northern states,

The Northern Region has especially focused on its public policy work and interacted with the Members of Parliament from UP and Uttarakhand; Advisor to the Administrator, Chandigarh; Punjab Chief Secretary and other senior officials to take our agendas forward for the benefit of the industry.

The Visioning Exercise for North helped prioritise the work of the CII Northern Region and synchronise the agenda of the various State Councils, Regional Committees and Special Task Forces with the focus and agenda of the Regional Council.

CII Northern Regional Finance & Investment Summit aimed to synergise the role of financial services and institutions to catalyse inclusive growth in the North.

We organised various missions, cluster sensitisation programmes and workshops to raise the competitiveness level of the members.

To enhance the quality and effectiveness of school education, we organised the CII Education Excellence Programmes for schools at Jaipur and Jodhpur. Strengthening the international linkages, 'Made in Pakistan' cherished the bonds and cultures from across the border. COOLEX 2012 featured a 4-day focused exposition, interactive product demonstrations and new product launches at Chandigarh and Lucknow.

CII Northern Region will be organising its 10th edition of Agro Tech 2012 – the premier agro technology & business fair to bring in sustainability in agriculture.

Once again, we urge you to benefit from the vast pool of resources available at [www.mycii.in](http://www.mycii.in).

Please do share your suggestions to help us serve you better.

### Editorial Team

Confederation of Indian Industry (Northern Region)  
Sector 31 A, Chandigarh 160030  
Tel: +91-172- 5022522, 2607228, 2605868, 2605614  
Fax: +91-172-2606259  
E-mail: [cii.nr@cii.in](mailto:cii.nr@cii.in)  
Website: [www.cii.in](http://www.cii.in)

## — contents —

spotlight 1

5 membership connect

public policy 6

7 policy pulse

reaching out 12

13 major events

young indians 14

17 statescape

exploring horizons 23

24 enhancing competitiveness

building people 26

27 expo zone

teleboard 29



## CII Conference on North India: Leveraging Opportunities for Accelerated Growth

### Attracting investments and catalysing growth key for northern states

In sync with its theme for the year 2012-13, 'Building Sustainable North for Tomorrow', CII Northern Region organised the Conference on 'North India: Leveraging Opportunities for Accelerated Growth' alongside its Annual Regional Meeting held at Delhi. One of the key focus areas for the region, under the broad umbrella of sustainability, has been promoting investments for sustained growth and livelihood generation. The conference focused on three sub-themes- good governance, enabling investment & partnerships between society, government & corporates.

Elaborating on the essentials for attracting investments Mr B Muthuraman, President, CII & Vice Chairman, Tata Steel Ltd emphasized on the need for focusing on education, healthcare and building infrastructure. He added that no country in the world has achieved economic prosperity without achieving aggressive manufacturing growth and India can be no exception.



CII office-bearers with Haryana Minister of Commerce and Industry Randeep Surjewala at the Annual Regional Meeting



Mr Vijay K Thadani addressing the ARM

comes from people feeling heard. Hence, democratic representative institutions should work together to shape the required change.

The panelists included Mr Arun Maira, Mr Tarun Vijay, Member of Parliament, Mr Hari S Bhartia, Co Chairman & Managing Director, Jubilant Life Sciences Ltd, Mr Vijay K Thadani, CEO, NIIT Ltd, Mr DR Kaarthikeyan, President, Foundation for Peace, Harmony & Good Governance.

The panelists at the session on Enablers for Investment in Northern States concurred that the northern region has not fully tapped its potential and has fallen behind in terms of investments as compared to other regions in the country.

The session on Society Partnerships for Inclusive Growth – Redefining role of Corporates – dwelled upon various areas where corporates could play an important role including rural development, mainstreaming the marginalised like the juvenile offenders, providing opportunities to differently abled and people afflicted with diseases like leprosy.

Emphasising on the importance of good governance for investment opportunities Mr Vijay K Thadani, Chairman, CII Northern Region & CEO NIIT Ltd said that good governance is the best guarantor of economic growth with social inclusion. Good governance is a collective responsibility, he added.

Dwelling upon the critical elements for achieving good governance Mr Arun Maira, Member, Planning Commission, Government of India, elaborated on the need for being local in approach, converging institutions laterally and accountability to people. Highlighting the existing trust deficit among various stakeholders – governments, corporates and civil society – Mr Maira said that trust

## Visioning Exercise for North

4 May 2012, New Delhi

CII Northern Regional Council organised a Visioning Exercise for North to prioritise the work of the CII Northern Region and synchronise the agenda of the various State Councils / Regional Committees / Special Task Forces with the focus and agenda of the Regional Council.

Over 50 members of CII Northern Regional Council spread across six groups deliberated and brainstormed on various issues and subjects towards the larger objective of 'Building Sustainable North for Tomorrow'.



*The Visioning Exercise for North in progress*

## Interaction with Nandan Nilekani



*Nandan Nilekani addressing CII members*

4 May 2012, New Delhi

A special interaction was organised with Mr Nandan Nilekani, Chairman, Unique Identification Authority of India (UIDAI).

Mr Nilekani apprised members about some of the salient features of UID:

- ❑ An open ID platform on which further applications can be built by different providers – FMCG sector, banks, healthcare providers – to service their beneficiaries.
- ❑ Gives a person a single national ID, mobility and authentication which can be used across the spectrum to access services.
- ❑ Online nature makes the UID a very powerful tool – since the number is on a cloud, it can be verified immediately anywhere in the country.
- ❑ Portability across locations.

## Meetings with Chief Ministers and top govt officials

Delhi CM

1 May 2012, New Delhi

Mr Adi Godrej, President, CII, and Mr Chandrajit Banerjee, Director General, CII met Sheila Dikshit, Chief Minister, Govt of NCT of Delhi. The meeting was a courtesy call by Mr Godrej on the Chief Minister after his joining the office of President, CII.

Some of the key points discussed during the meeting were: Skills and Training initiatives planned by the Delhi Govt and how the industry bodies can provide support besides implementation of GST in Delhi.

*Delhi Chief Minister Sheila Dikshit with CII President Adi Godrej and Director-General Chandrajit Banerjee*





## Punjab CM

10 April 2012, Chandigarh

Mr Malvinder Mohan Singh and Mr Jayant Dawar along with CII Punjab State Council Chairman and Vice Chairman, Mr Deepak Mittal and Mr D L Sharma respectively called on Sardar Parkash Singh Badal, Chief Minister of Punjab.

*CII Punjab State Council and CII Northern Region office-bearers with Sardar Parkash Singh Badal, Chief Minister, Punjab*

## Uttar Pradesh CM

7 May 2012, Lucknow

A CII delegation led by Mr Malvinder Mohan Singh called on Mr Akhilesh Yadav, Chief Minister of Uttar Pradesh to discuss CII's agenda for the state and understand government's priorities. CII recommended a series of suggestions to create an enabling environment for fresh investments.

The delegation highlighted the need for building 'Brand UP' and assured of CII's support in partnering with government to organise road shows in India and abroad to market UP as an attractive investment destination. The need to strengthen the Single Window System and simplify procedures for ensuring ease of business for existing and new upcoming industry in the State was also discussed.



*CII delegation with Mr Akhilesh Yadav, Chief Minister of Uttar Pradesh*



## Haryana CM

10 April 2012, Chandigarh

CII delegation met the Chief Minister of Haryana, Mr Bhupinder Singh Hooda, to discuss initiatives that could be taken jointly towards strengthening Industry-Government partnership in areas concerning the overall development of Haryana.

The CII delegation mentioned to the Chief Minister that the MSMEs in the state need support and an industrial expo along with a buyer-seller meet would be extremely beneficial for providing the necessary help for this sector and exposure to market and expand.

The Chief Minister agreed to the suggestion of creating a Joint Task Force with CII be chaired by the Chief Minister. It would include senior bureaucrats from the Government of Haryana and senior Industry members.

*CII delegation with Haryana Chief Minister Bhupinder Singh Hooda*



*CII delegation with Chief Minister, Uttarakhand*



## Uttarakhand CM

*21 April 2012, Rudrapur*

*24 April 2012, Dehradun*

The CII delegation discussed key policy issues vis-à-vis the state. These included connectivity, power, housing, skilled labour etc related to industry in the Kumaon Region, revision of Industrial Policy 2003 and Tourism Policy 2001; linking of Uttarakhand to the proposed Eastern Freight Corridor – this would lead to significant reduction

in transportation costs for the industry in and around Haridwar and also the congestion on the Delhi-Haridwar highway; simplification of Land Use Conversion process, enactment of the Industries Facilitation Act for proving regulatory framework to the Single Window System in the State and reviving the provisions of deemed approvals for select project clearances.

*8 May 2012, Dehradun*

### CII's suggestions -

1. Adopt Land Leasing Act wherein land could be leased out for 15-20 years and land holdings consolidated, with ownership remaining with the grower.
2. Separate food processing policy for the state. The policy should leverage the importance that is being accorded to the sector by the Government of India. It should encompass a framework for creation of appropriate infrastructure for the sector in PPP – cold chain, grading sorting packing infra etc, ropeways; incentives, institutional mechanisms like a Single Window System for food processing projects.
3. Department of Horticulture to be strengthened on the lines of SIDCUL.
4. As per the Industrial Policy of 2003, the state government should provide matching grants for various agro and food processing projects under various schemes of APEDA, NHB, Ministry of Food processing, National Medicinal Plant Board, subject to a maximum of Rs 20 lakh.
5. Encourage exports of frozen vegetables/frozen food, facility for reefer containers (refrigerated containers) should also be made available at the proposed ICD.
6. Given the terrain of the state and also the fact that economies of scale may be a challenge, a hub and a spoke model could be explored wherein semi-processing units can be set up across the hills, which feed into large processing units in the plains.



*Mr K K Sharma with the CII delegation*

## Advisor to the Administrator, UT Chandigarh

*10 April 2012, Chandigarh*

A delegation led by Mr Malvinder Mohan Singh met Mr K K Sharma to discuss the areas of cooperation. The delegation shared the work being done by CII in Chandigarh in the areas of skills & education and MSME development. Mr Singh urged Mr Sharma to share the Administration's vision for Chandigarh and advise on the role CII can play in actively facilitating an improved quality of life for the citizens of Chandigarh.

Mr K K Sharma sought CII's suggestions in the areas of transport, solar power and a master-plan for Chandigarh.

## Chief Secretary, Punjab

*9 April 2012, Chandigarh*

Mr Malvinder Mohan Singh, Mr Jayant Dawar and Chairman, CII Punjab State Council Mr Deepak Mittal, called upon Mr Rakesh Singh, Chief Secretary, Government of Punjab.

*CII delegation with Mr Rakesh Singh, Chief Secretary, Government of Punjab*



Chief Secretary, Haryana

9 April 2012, Haryana Civil Secretariat, Chandigarh

A senior CII delegation led by Mr Malvinder M Singh, met Mr P K Chaudhery , Chief Secretary, Government of Haryana. Mr Chaudhery said that keeping in mind the growing competition globally and also the challenging times, states will have to increasingly focus on areas that promote sustainability. He further said that the Government of Haryana would be keen to work with CII as a partner on some important areas such as skill development, safety and delivery of essential Infrastructure services. Mr Chaudhery agreed on the suggestion for setting up a Joint Task force with CII and agreed that a skill gap study should be done for the state of Haryana .

#### Advisor to Prime Minister on Skill Development

11 May 2012, Jammu

A CII delegation led by Mr Anil Mahajan, Vice-Chairman J&K State Council, met Mr S Ramadorai, Advisor to the Prime Minister.

Welcoming Mr Ramadorai , Mr Mahajan said that Skill Development has been a major focus area for the Government of India and the J&K State Government. CII has been consistently working on different initiatives throughout the country especially the areas which have been left behind in development. Mr Sanjay Puri, Past Chairman CII J &K State Council, gave a brief presentation on Skill Development Plan for J &K. He also raised the issues of better connectivity, incentive package – excise extension, income tax extension, and concession on import duty.

Mr S Ramadorai, said that the existing ITIs should be upgraded. More platforms are required for interaction between industry, institutions and government. These interactions need to be held on a regular basis. There is a need to create lot of awareness to change the mindset of the youth to see opportunities in the private sector he added.



Mr S Ramadorai, Advisor to Prime Minister interacting with CII delegation

# membership connect

#### Press Conference and Members' Meet

9 April 2012, Chandigarh

7 May 2012, Lucknow

Mr Malvinder Mohan Singh and Mr Jayant Davar, the newly elected Chairman and Deputy Chairman of CII Northern Region shared the regional agenda for the year 2012-13 with the media and membership in Chandigarh and Lucknow. Detailed presentations were made on major thrust areas and action plan for execution of the agenda at both locations.

The meets outlined CII's plans to build a sustainable, futuristic and inclusive North, with a focus on reviewing economic growth.

*"Improving investment climate in the North to facilitate growth & employment generation would be the CII agenda for the northern region for the year 2012-13"*

- Mr Malvinder Mohan Singh, Chairman CII NR.

#### First meeting of Core Group on Manufacturing & IR

11 May 2012, Haridwar

The objective of the meeting was to provide a platform by the Core Group for learning from each other and also for taking up some of our common and macro issues with concerned authorities.



Malvinder Mohan Singh and Jayant Davar outlining the regional agenda for 2012-13



CII office-bearers and senior staff at the members meet

#### CII Chandigarh IT CEOs Forum Meeting

1 May 2012, Mohali

The first meeting of IT CEOs forum was held at QuarkXPress Publishing R&D (India) Pvt Ltd, Mohali. Mr Gildas Duval, Sales Director- Southern Europe, Asia, Middle-East & Africa, Quark Software Inc made a presentation on adoption of smart content and digital publishing strategies that can help MSMEs improve customer engagement and expand business. Apprising the forum members, Mr Duval said "The content should be assembled dynamically for different publications and audiences and should be designed in such a way that it publishes similar reports for various applications like mobiles, ipads, websites etc.

#### 1st Meeting of CII Mandi-Gobindgarh Core Group

18 April 2012, Mandi Gobindgarh

This was the first meeting of the core group in this year. Mr B D Ghavri, Past Convenor of the CII Mandi Gobindgarh core group briefed the attendees about the activities since the previous meeting.

Mr Vikas Garg succeeded Mr BD Ghavri as convenor of the Core group.

# public policy



## Meeting with MPs

### Uttar Pradesh

3 May 2012, New Delhi

The meeting with state parliamentarians focused on strategic imperatives for the development of Uttar Pradesh and what role CII could play. Mr Alok Saxena, Chairman CII UP State Council, shared the focus areas of CII UP State Council. The MPs agreed with the CII perspective of positive branding of Uttar Pradesh.

*“UP has both productive land and huge human resource which needs to be effectively utilised for the betterment of the State. States like Rajasthan and Gujarat are on the developmental path because of the positive mindset carried by the Government and the people alike”.*

*-Mr Prakash Jaiswal, Union Minister for Coal*



MPs from Uttar Pradesh at the interaction

*“There is a dire need for the state to have a Single Window Clearance System for easy setup of industries. There is a need to revive the sick Sugar units in UP which will over a period of time bring down rising Sugar prices. Revival of Spinning Mills should also be looked into.*

*-Mr Jagdambika Pal, Member of Parliament, Indian National Congress (Basti)*

### Uttarakhand

4 May 2012, New Delhi

The deliberations discussed issues of mutual concern for the development of the state. CII has been actively engaged with the state since inception and updated the Members on the work it is doing for the industrial and economic development of Uttarakhand.



CII delegation interacting with Members of Parliament from Uttarakhand

*“The uncertain outlook for the global economy has further added to the challenges of our own economy. Sustained and Planned reforms can overcome the challenges faced by the nation”.*

*-Mr Malvinder Mohan Singh, Chairman CII NR*

*“The state witnessed stellar economic growth in the last decade aided by the concessional industrial policy but we still have to tackle the issues of poverty, unemployment and regionally uneven growth. The state needs to expedite its infrastructure projects to sustain the existing industry and also attract new investments for further development of Uttarakhand”.*

*-Mr Rakesh C Aggarwal, Chairman CII Uttarakhand*

# policy pulse



## Analysis of National Manufacturing Policy from the Sustainability Perspective

### Background

The concept of Inclusive and sustainable growth has been on the agenda of various government policies and initiatives. The key driving factors for such initiatives have been creation of employment opportunities and promoting sustainable growth by ensuring environmental sustainability through green technologies, energy efficiency, optimal utilisation of natural resources and restoration of damaged/degraded ecosystems.

### Indian Manufacturing Story

Industrial development in India was catalysed by three major industrial policy resolutions of the Government of India in the years 1948, 1956 and 1991, which provided a strong Industrial base. In the past decade, India has accelerated economic growth and improved most Millennium Development Goals (MDG). It is also a rising global power—and a leading player in information technology, telecommunications, and business processes outsourcing. Services sector has taken a strong position in the growth of the Gross Domestic Product (GDP) of India. Ironically, the share of the manufacturing sector in GDP of India has stagnated at 15-16% since 1980, while the share in comparable economies in Asia is much higher. For e.g. in Thailand, it is 40-45% and in China, it is about 34-35%. Manufacturing is fundamental to Indian economic growth.

*This article is adapted from 'India Unveils National Manufacturing Policy', published in Sustainability Tomorrow (Jan-Mar 2012 edition), a publication of CII-ITC Centre of Excellence for Sustainable Development*

Further, growth would be sustainable in the long run only if it is broad-based across the sectors and inclusive of the large part of the country's unorganised labor force. Over the next decade, India has to create gainful

employment opportunities for a large section of its population, with varying degrees of skills and qualifications. Currently, we have a favourable demographic profile with over 60% of population in the working age group of 15-59 years (largest young population in the world). It is estimated that we need to create 220 million jobs by the year 2025 in order to reap the demographic dividend. Every job created in manufacturing has a multiplier effect of creating two to three additional jobs in related activities. Therefore, a thrust on manufacturing is integral to the inclusive growth agenda of the government.

### National Manufacturing Policy

Now, in a major step towards promotion of the manufacturing sector and enhancing its share in the GDP of our country the Government of India has released the National Manufacturing Policy on 4th November 2011.

The proposals in the policy are sector-neutral, location-neutral and technology-neutral except incentivisation of green technology. Good physical infrastructure, a progressive exit policy, structures to support clean and green technologies, appropriate investment incentives, and business-friendly approval mechanisms are the key elements of this new initiative. The NMP aims to bring about a quantitative and qualitative change in the developments of the Indian manufacturing sector, with the following six objectives:

1. Increase manufacturing sector growth to 12-14% over the medium term to make it the engine of growth for the economy. The 2 to 4 % differential over the medium term growth rate of the overall economy will enable manufacturing to contribute at least 25% of the National GDP by 2022.
2. Increase the rate of job creation in manufacturing to create 100 million additional jobs by 2022.
3. Creation of appropriate skill sets among the rural migrant and urban poor to make growth inclusive.
4. Increase domestic value addition and technological depth in manufacturing.
5. Enhance global competitiveness of Indian manufacturing through appropriate policy support.
6. Ensure sustainability of growth, particularly with regard to the environment including energy efficiency, optimal utilisation of natural resources and restoration of damaged/ degraded ecosystems.

To attain the aforesaid objectives, specific policy Instruments have been conceptualised in the policy, covering the following areas:

1. Rationalization and simplification of business regulations;
2. Simple and expeditious exit mechanism for closure of sick units while protecting labour interests;
3. Financial and institutional mechanisms for technology development, including green technologies;
4. Industrial training and skill upgradation measures;
5. Incentives for Small and Medium Enterprises (SMEs);
6. Special Focus Sectors;
7. Leveraging infrastructure deficit and government procurement - including defence;
8. Clustering and aggregation : National Investment and Manufacturing Zones (NIMZs);
9. Trade Policy.

We all know that the gap between demand and supply of infrastructure has been envisaged as one of the major bottlenecks for the growth of manufacturing sector in India. One of the key instruments in NMP for catalysing growth will be establishment of National Investment and Manufacturing Zones (NIMZs). These shall be developed as Greenfield Industrial Townships at par with world class manufacturing hubs. It will help in addressing the issue of inclusive growth by providing gainful employment opportunities to both skilled and unskilled labour.

### Environmental Planning & Compliance

Infrastructures are at the very heart of economic and social development. The next decades are likely to see an accentuation of two facets of infrastructures. On the one hand, they will prove a vital tool in resolving some of the major challenges faced by societies—supporting economic growth, meeting basic needs, lifting millions of people out of poverty, facilitating mobility and social interaction. On the other, environmental pressures in the form of changing climatic conditions, congestion and so on are likely to increase, turning the spotlight firmly on the inherent tensions between the imperative for further infrastructure development and the quest for sustainability.

Apart from the economical and financial risks/issues, the other major issue that has to be taken into consideration in planning and implementation of infrastructure projects is the “Social and Environmental” aspect. Well-designed infrastructure can have positive impacts on the environment, which also is crucial for development. This requires moving beyond the conventional “do no harm” approach at the project level to a more proactive “do good” approach at both project and national levels.

As per the NMP, major environmental aspects will be taken care of in the NIMZ at the planning stage itself. It proposes to conduct the Impact study while site selection and subsequently through proper zoning of the site during master planning of the project.

A manufacturing unit needs to comply with various regulatory requirements and are expected to file returns to the regulatory authorities, sometimes as many as 100 returns in a year. One of the key instruments in the promotion of manufacturing sector is the rationalisation and simplification of business regulations. This will remove regulatory barriers and a large number of young entrepreneurs would be able to participate in the growth story of the manufacturing sector in India.

To provide a greater transparency in the legal compliance of environmental laws/regulations, the NMP has proposed a framework in which the third party inspection by specially trained / designated / notified agencies shall be considered to supplement the inspection of the regulatory bodies.

Further, the applications of NIMZ Units for Environmental Clearance under the Environmental Impact Assessment (EIA) Notification 2006 shall be considered on high priority. In cases, where such estates have undergone public hearing as a whole, units falling under such estates shall be exempted from Public hearing.

### ‘Greening’ of Manufacturing Operations

Green manufacturing involves transformation of industrial operations in three ways: (1) using green energy, (2) developing and selling green products and (3) employing green processes in business operations.

Manufacturing companies that adopt Green practices benefit not only through long-term cost savings, but equally importantly, from brand enhancement with customers, better regulatory traction, greater ability to attract talent and higher investor interest. Successful transformation into Green manufacturing will bring tremendous benefits, both tangible and intangible, for the nation and the business community.

The National Manufacturing Policy has clear provisions of incentive based Environmental Compliance for the units based in NIMZs. It focuses on motivating the units to employ green processes by addressing environmental compliance, water conservation, wastewater treatment, rainwater harvesting, renewable energy & green buildings.

NMP has made Environmental Audit and Water Audit mandatory for the units based in NIMZs which can be carried out through external auditors/firms drawn from an approved panel of environmental auditors. As financial support to SMEs, 25% of the expenditure incurred on the environment and water audit shall be granted by the Government subject to a maximum of Rupees One Lakh. This will help in motivating the units to adopt green measures.

Further, rainwater harvesting and wastewater treatment has been made mandatory to comply with by all Industrial units. The policy also promotes zero water discharge by offering 10% one time capital subsidy on the relevant equipment/systems subject to actual usage for one year and third party certification.

The policy also promotes the adoption of green building by making provision of incentive worth Rupees Two Lakhs to all the buildings (industrial/institutional/commercial/residential having built-up area more than 2,000 sq.m., based in NIMZs), which have obtain green rating under the Indian Green Building Council (IGBC/LEED) or GRIHA systems.

### Promoting Green Technologies

Green technology is the common denominator across all the three areas of Green energy, Green products and Green processes. Companies can think about the role of these technologies in their business strategy in two different ways – building a new green business, and using technology to ‘Green’ an existing one. For example, companies can set up Green energy businesses using technologies such as concentrated solar power or storage technologies like molten salts and ultra capacitors. Another example is building Green waste management businesses using new technologies such as aerobic composting and pyrolysis which can make products like bio-organic fertilisers, organic manure, Refuse Derived Fuel (RDF) economically viable. On the other hand, existing process intensive manufacturing industries like cement can be made Green by replacement of existing cyclones with low pressure drop cyclones or conversion of open circuit cement mills to closed circuit which significantly enhances energy efficiency in the old plants.

The NMP recognises the importance of green technology for sustainable development. The following two barriers have been identified by the policy towards successful technology acquisition and development:

1. Availability of affordable technology, and
2. Substantial costs incurred to adopt and adapt the technologies, especially significant for SMEs.

As the technology is every dynamic and constantly evolving, the basic question that arises while dealing with green technologies is the specification of clear definitions/eligibility criteria for what technology can be categorised as Clean & Green. The NMP proposes to formulate a Green Manufacturing Committee (GMAC) comprising representatives from various stakeholders i.e. the concerned ministries/ departments of the central government and relevant sector experts from outside the government. GMAC shall prescribe objective criteria to assess the technology as "Clean & Green", which will be reviewed annually by the committee.

To address the financial barrier in acquisition and development of technology, the NMP proposes to establish a Technology Acquisition and Development Fund (TADF) for acquisition of appropriate technologies, including environment friendly technologies; creation of a patent pool; and development of domestic manufacturing of equipments used for controlling pollution and reducing energy consumption. Operation, Monitoring and Review of the Fund will be done by the GMAC.

The fund will provide incentives for production of equipment / machines / devices for controlling pollution, reducing energy consumption and for water conservation:

1. Equipment and/or technologies used to produce energy from the sun, wind, geothermal and other renewable resources; clean coal technology; creation and management of carbon sinks.
2. Equipment used in energy-conservation technologies (including energy-conserving lighting technologies and smart grid technologies).
3. Equipment used to refine or blend renewable fuels.
4. Fuel Cells, Micro-turbines or energy-storage systems for use with electric or hybrid-electric motor vehicles.

These incentives shall consist of:

1. Five per cent interest reimbursement of the nominal interest charged by lending agency;
2. Ten per cent capital subsidy.

Hence, NMP recognises the importance of promoting the manufacturing sector through various monetary and non-monetary incentives to the entrepreneurs as well as development and acquisition of technologies of importance for sustainable development.

## Leveraging the potential of North India

*Mr Richard Rekhy, Chairman, Regional Committee on Economic Affairs & Taxation, CII Northern Region & Head of Advisory, KPMG India*



The power of a region lies not from the resources within its purview but from the coordinated leverage of all. Regions are by definition geographical in nature, which implies similarity on certain factors such as soil, climate, ethnicity and social customs and disparity in terms of proximity to markets or resource pools. In the case of North India, for example, the land comprises the hilly terrain of the Himalayas and the alluvial soils of the Indo-Gangetic plains, extreme weather conditions and Hindi-speaking or conversant population. A closer look would also reveal similar social customs, literacy rates, status of women empowerment and health conditions. On the other hand, disparity exists in value systems, distance from the ports, mines, quality of infrastructure and state policies.

If we were to take a step back and assess what the region can provide, it comes as no surprise that the Northern Region is:

- ❑ A veritable food bowl for India with Punjab, Haryana and UP being the largest agrarian states.
- ❑ The largest hub for auto and auto-components in the country.
- ❑ Home to the Taj Mahal, India's very visible and iconic trademark in the global community.
- ❑ Source of some of the best entrepreneurial capital of India
- ❑ Five per cent of the world in an area of 1,624,160 sq. km (627,090 sq mi) – a fairly dense consumer and labour market

- ❑ Highest per capita income cities (Delhi scores high on per capita income and GDP growth rate. The national capital's per capita income is the highest in the country among the states for which the information has been released by the government. Its annual per capita income stands at Rs 135,814. Backed by stable infrastructure and trade, Delhi's manufacturing and consumer goods industries have contributed to its economic success. The tertiary sector, which includes services, trade, hotels, restaurants and transport services spins revenues for the state. The gross domestic product of Delhi is \$46 billion.

What does set it back is distance from the ports and mineral resources and availability of educated/skilled/literate manpower. This apparently hampers its ability to be competitive on logistics costs on exports, on accessing raw material for manufacturing of various goods and providing services/high-end manufacturing. These problems are very real and those that are common to all states in the region.

Simultaneously, these strengths are visible only on consolidation seen separately; no one state can singularly be a leader. The theme that emerges is of collaboration.

By considering the challenges mentioned above as regional, the solution set would need a regional approach; in which collaboration can only yield not only a larger solution set but also possibly those that are more viable. A case in point is the Dedicated Freight Corridor. If each state were to conceptualise such a corridor for itself, the project would not be feasible – either technically or financially. Similarly, by collaborating within themselves, the states can enable optimal planning of use of resources. For example, a large proportion of farm and factory workers in Haryana and Punjab are from UP. If skilling initiatives for the UP youth are supported by these states, they may be seen as patronising communities other than their own- but the true benefit lies in the availability of abundant and well-trained manpower that can enable the greater industrialised sub-regions to really take off in terms of higher end or more competitive manufacturing. The economic impact of skilled

manpower earning more in a higher end factory, or in a globally competitive hub will be ultimately on the home state or village as remittances flow in. The Golden Triangle circuit comprising Delhi-Agra-Jaipur is yet another case study on how joint marketing and packaging benefits all three states by leveraging on the unique strengths of each on the back of the anchor attraction – the Taj- which would be responsible first for attracting the international tourist to India and then to the northern region.

In short, a regional approach towards understanding and addressing challenges is far more beneficial the following are the few key areas of intervention that the states may consider:

- ❑ Transport Infrastructure and logistics processes
- ❑ Skill development
- ❑ Investment promotion
- ❑ Tourism
- ❑ Focus on key regional industries: agro-processing, automotive & engineering, textiles and handicrafts

Focussing on transport infrastructure that cuts across states at a regional level can significantly speed up the movement of goods and people. It can enable producers to come closer to markets and support the formation of larger hubs as the companies can increase production at the same location, given that they can access/attract the best resources across the region that much more easily. Larger hubs imply greater economies of scale and more competitive manufacturing and development into first, regional, then national and finally international hubs. Agriprocessing units should be able to source fruits and vegetables from Himachal, Punjab, UP and Rajasthan at a single plant without bothering about transaction and local taxes. This plant can then aim to operate at a larger scale rather than open smaller plants in each state due to taxation or regulatory considerations.

It can also enable sufficient movement within the region itself that creates further economic benefit, especially for tourism. The KMP expressway for example has the potential to cut down transit time for trucks that currently have to pass through Delhi. This ultimately benefits the regional economy through lower logistics costs. This however, also

implies a loss of revenues to the Government of Delhi from entry taxes on commercial vehicles that it currently levies. Hence, regional cooperation that addresses concerns of all stakeholders needs to be undertaken. The NCR Planning Board is a welcome initiative as its key role is to ensure a more holistic development of the larger region around the capital city.

Easing logistics processes at border checkpoints that reduce transaction costs is another key area of reform to enable faster transit. Overall, the intent is to make the region more seamless. For an entrant into the region, it should essentially translate into a black box and once inside, destinations become more open to access. This will translate the entire consuming (though dispersed) population into a single market and promote further cross – state commerce. In the short term, it may facilitate greater competition and more choice for the consumer and possibly adversely impact those local businesses that are not prepared for more capable neighbours but in the longer term it is expected to build strengths that are sustainable.

Lastly, tourism is known to work on concept of circuits as these tend to elongate visitor stays compared to single destinations. A region as large as the North with such a diversity of attractions can create a plethora of circuit options by offering a higher number of combinations across states. For example, a religious circuit can offer everything from the Golden Temple to the Sangam at Allahabad with Ajmer Sharief among various others. Adventure tourists can explore hilly terrains in Himachal, J&K and Uttarakhand. Farm tourism could be the next innovative tourism product cutting across all the major agrarian states.

The first step towards collaboration would require states to create a harmonising institution, a platform that can evaluate and articulate key policy frameworks to enable collaboration across key facets of commerce and business. The next step would be to actively plan and initiate execution of 2-3 key flagship projects quickly to set the ball in motion. The role of this institution would be to primarily plan and coordinate regional schemes rather than execute them. The execution would have to be driven by each state within its local context but the big picture jigsaw should be visible to all as the end goal.

## Amendments to combination regulations: The CII Agenda

Indian companies today are associated with high growth and varied opportunities given their core values of innovation, dynamism and adaptability. Indian Industry has innovated to meet contemporary challenges and establish a growth path for itself. Given India's dynamic economy which is changing rapidly, it is adapting itself, re-orienting its thought process and strategising in tune with emerging opportunities. This dynamism and adaptability is converting into mergers and amalgamations as a vital tool for maximising value and creating sustainable competitive advantage.

Motivation and successful accomplishment of the complex M&A process in today's times needs calculated steps by the Government and regulators. CII believes that a successful M&A pursuit is largely dependent on the regulatory landscape apart from business strategy – and is catalysing a facilitative M&A environment by influencing some of the regulatory requirements.

A new full-fledged merger regime was established in India with effect from 1 June 2011. The Competition Commission of India (Procedure in

regard to the transaction of business relating to combination) Regulations, 2011 (Combinations Regulations) were announced by the Competition Commission of India on 11 May 2011. The Government displayed in action its forward-thinking consultative approach in finalising the regulations by accepting many of the CII recommendations presented during dialogue with industry. As a result of CII's sustained advocacy, the final regulations included exemption of certain combinations which ordinarily do not raise competition concerns from notification requirement; clarified transitional provisions and the trigger event; included list of transactions permissible for short form filing; allowed pre-notification consultation and established the local nexus test.

CII continued its advocacy on some key matters of concern that remained unaddressed. In response to this sustained advocacy, the Competition Commission has now amended some of the provisions of the Combination Regulations vide notification dated 23 February 2012. The Competition Commission of India as per the notification, after gaining experience of implementation of the Combinations Regulations

for almost nine months, has amended the Regulations with a view to provide relief to the corporate entities from making filings for combinations which are unlikely to raise adverse competition concerns, reduce their compliance requirements, make filings simpler and to move towards certainty in the application of the Act and the Regulations. Acceding to some of the demands of industry, CCI has exempted the following transactions from the notification requirement:

1. Intra-group mergers or amalgamations involving enterprises wholly owned by the group companies;
2. Acquisitions that are less than 25% of the shares or voting rights of a company on cumulative basis, as compared to the earlier position of only 15% of the shares or voting rights on a cumulative basis; and
3. Acquisitions of shares or voting rights pursuant to buybacks and acquisition of shares or voting rights pursuant to subscription of rights issue (without the restriction of their 'entitled proportion'), not leading to acquisition of control.

The exemption of intra-group mergers and amalgamations involving enterprises wholly owned by the group companies was imminent since such transactions are extremely common, and are undertaken only for internal restructuring and efficiency purposes. These do not change the competitive landscape of a market, and therefore are now rightly not subject to pre-notification.

The amendments rightfully exempt from filing, acquisitions that are less than 25% of the shares or voting rights of a company on cumulative basis, as compared to the earlier position of only 15% of the shares or voting rights on a cumulative basis. This is also in alignment with the trigger threshold mandated by SEBI's new Takeover Regulations.

The exemption of acquisitions pursuant to buybacks and subscription of rights issue without the restriction of their 'entitled proportion' not leading to acquisition of control is also fair. More often than not, these acquisitions do not result in a change of control. They are generally made to make up for the amount which was not subscribed to by other shareholders, to ensure that the company raising capital receives the full amount of the capital it requires.

While these are welcome, there is deep concern on the drastic rise in the filing fee for the notifications – now raised for Form I (short form) from Rs 50,000 to Rs 10 Lakh, and for Form II from 10 Lakh to Rs 40 Lakh. The severe hike in fee does not seem to be justified and should be reviewed since fee payable should be commensurate with the amount of work likely to be done in reviewing the Combination at each stage. In fact the draft regulations released by the Commission for consultations in March 2011 contained a higher fee structure which was reconsidered and brought to a rational amount of Rs 50,000/- and Rs 10 lakhs respectively in the final regulations released only nine months ago.

There are some concerns that, CII believes, still remain unaddressed. While there is clarity on what constitute 'combination', transaction which were not intended to be covered by the Competition Act viz. transactions where control is not being acquired still remain subject to the notification requirement. The concept of 'control' needs to be introduced and a transaction, which is not an acquisition, should qualify as a combination only on change in control over an enterprise, which on meeting the asset /turnover criteria prescribed under the Act, would be required to be notified to CCI.

In line with almost all international jurisdictions, there should be a short and effective period for determination of whether or not a combination would have an appreciable adverse effect on competition. The concept of 'deemed approval' has also not been provided which introduces uncertainty regarding the timelines for the approval process. Deemed approval must be introduced in the event CCI does not arrive at a prima facie opinion within a period of 30 days and / or if no adverse view is taken on the filing of short form 1 within this period. This will help industry and stakeholders have certainty and also incentivise CCI to arrive at its prima facie opinion within the specified timelines

CII is continually representing these concerns to MCA and CCI with a view to further streamline the merger regime in India.



Helpline Service

HELP  
LINE



## CII Membership Helpline Service

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

To reach CII, please call

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

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

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

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

# reaching out



## Career Counselling Sessions at Government School, Karsan

11 May 2012, Chandigarh

As a part of Soft Skills Development endeavour in Government Schools of Chandigarh, CII Chandigarh Council with the support of Taaleem India conducted the first round of Career Counselling Sessions in Government School, Village Karsan (Chandigarh). The sessions aim at judging the abilities of the students based on which the model of soft skills would be implemented in the school. The sessions were conducted till 31 May 2012.

## With orphans on World Health Day

8 April 2012, Jammu



Health check-up in progress

CII Jammu Chapter celebrated the World Health Day with the orphans of Ved Mandir Balniketan at Amphalla Jammu.

A free health check up for the children of Ved Mandir Balniketan was organised. Dr

Shyam Gupta, In charge Sarwal Hospital, Jammu conducted the health examination of all the children. Dr Shyam advised the children that the most important facet of good health is good quality healthy diet and adequate exercise. He said that exercises help in achieving good health by strengthening our cardio-vascular system, strengthening our muscle mass and reducing the effect of stress on the body.

Capt Purshotum Sharma, Vice-President, Ved Mandir Balniketan, thanked CII for organising this health checkup for their children.

## Ability 2012

6-9 April, Chandigarh

CII Northern Region, in association with NITTTR (National Institute of Technical Teacher's Training & Research), organised Ability 2012 : Opening New Doors Towards Inclusive Employment for differently-abled persons. Jubilant Food works Ltd (Dominos Pizza), IBM Technologies, Competent Synergies Pvt Ltd, Fortis Healthcare Ltd, and Vardhaman Textile Ltd interviewed the candidates.



Candidates of Ability 2012

## Awareness session on HIV/AIDS

18 April 2012, Ludhiana



Awareness session underway

The session was organised at Vardhman Special Steels Limited for their factory workers with the support of Punjab State AIDS Control Society (PSAC). Dr Inderjit Singh and Dr. Harvinder Singh from PSAC joined the session as the key speakers and shared with the participants various causes, preventive measure and medicines available for HIV + people. The session received a very positive response both from speakers and the participating factory workers. The session was well attended by more than 50 factory workers from Vardhman.

## Ray of hope for deaf students

3 May 2012, Ludhiana

The Young Indians (Yi), an integral part of Confederation of Indian Industry (CII) organised Plant Visit for the students of Deaf Cricket Federation to Akal Spring Limited, Ludhiana. Around 20 students from Deaf Cricket Federation visited the plant, accompanied by General Secretary of Deaf Cricket Federation, Mr. Padam Paasi.



Students of the Deaf Cricket Federation going around the plant of the Akal Spring Ltd in Ludhiana

# major events

## CII Northern Regional Finance & Investment Summit 2012

9 April 2012, New Delhi

Theme: Catalysing Inclusive Growth in the North: Role of Financial Services & Institutions.

*“Access and Livelihood generation critical aspects of Financial Inclusion”*

*-Mr D K Mittal, Secretary,  
Department of Financial Services,  
Ministry of Finance, Government of India*



*Dignitaries releasing the CII – Deloitte Report on Catalysing Inclusive Growth in the North : Role of Financial Services & Institutions*

Panel discussions on Urban & Rural India- the opportunities and challenges in financial inclusion: Lessons for North; Leveraging Technology – from productivity to penetration in the region; Innovation in Insurance; Partnerships for expanding Financial Inclusion were part of the Summit.

## Conference on Textiles



*Mr Rajeev Agarwal, CEO, Sainath Texport Ltd; Mr C N Dhar, Chairman, CII HP State Council; Prof Kushal Sen, Prof & Head – Dept of Technical Textiles, IIT Delhi; Mr Vipin Kohli, Deputy Director, Ministry of Textiles; Mr L K Singh, Executive Director, GPI Textiles*

24 March 2012, Baddi

**Emerging Opportunities in Technical Textiles**  
A one-day conference to discuss and deliberate the emerging opportunities in Technical Textiles was organised by CII Himachal Pradesh State Council at Baddi on Saturday, 24 March. Eminent speakers from Ministry of Textiles, Government of India; industry and academia addressed the participants. Various schemes, incentives and initiatives of the Ministry of Textiles for promoting Technical Textiles in the country were shared. Mr Vipin Kohli, Deputy Director and Incharge, Amritsar Zone, Ministry of Textiles; Prof Kushal Sen, Professor & Head – Department of Technical Textiles, IIT Delhi, Mr L K Singh, Executive Director, GPI Textiles, etc were some of the eminent speakers who deliberated during the conference.

# Yi

## Young Indians

### Yi Chandigarh : Annual Session "India's Demographic Dividend: Time to Act"

23 March 2012, CII, Chandigarh

Yi Chandigarh Tricity chapter organised its annual session on the theme "India's Demographic Dividend : Time to Act".

The speakers included Mr Sameer Jain : Chair, Yi Chandigarh Tricity Chapter, Ms Gul Panag, Bollywood actor, Mr Vivek Atray, author of book "Move on Bunny" & Haryana Civil Services Officer, Mr Jyoti Kamal, Senior Editor, TV 18 Broadcast & Mr Anish Patel, Co-Chair, Yi National healthcare.

The panellists opined that the nation is pinning its hope on the youth; the world is looking on them as our "demographic dividend" & that we have to be the change we want to see around us.

Dr Parul Pandey was assigned the role and responsibility of Yi Chandigarh Tricity chapter Chairperson for the year 2012 – 13.

### Pre-launch Awareness Session on CII - Yi (Young Indians)

4 April 2012, Jaipur

To create understanding of the purpose, functioning, activities and scope of CII - Young Indians, a Pre-Launch Awareness Session of CII – Yi Jaipur Chapter was organised.

The session was addressed by Ms Anupama Arya, National Chairperson - Yi. Ms Arya, advised Young Indians to connect themselves to their environment 'Beyond Just Business'. She claimed youth would write the developmental agenda of India. She urged young participants to start taking interest in issues facing society today, and also lend a helping hand in the economic development of the nation.

### Pathfinder Workshop

30 March 2012, Chandigarh

Yi Chandigarh Tricity chapter had its Pathfinder Workshop as a brainstorming session for all its verticals' chairs and co-chairs and helped in planning the Yi year 2012-13.

### Yi Delhi Annual Day and Panel Discussion on Budget Analysis: Impact on Young Indians

29 March 2012, New Delhi

"The 2012 Budget is a workman's budget" said Dr Kaushik Basu, Chief Economic Adviser, Ministry of Finance, Government of India, while addressing the gathering at the Yi Delhi Annual Day and Panel Discussion on Budget Analysis: Impact on Young Indians on 29 March 2012, at The Lalit Hotel. He mentioned that the economy grew poorly in the year 2011-12, which created a pressure on the budget 2012, and hence changes had to be made. He also mentioned that the main feature of the budget is fiscal consolidation, with focus on cutting down fiscal deficit and subsidies.



Panel discussion in progress on Budget Analysis

Mr Raghu Marwah, Chair Yi-Delhi Chapter and Partner R N Marwah & Company extended a warm welcome to the esteemed panelists and delegates gathered for the panel discussion. The technical discussion was moderated by Mr Jayanta Roy Chowdhury, Senior Editor, The Telegraph.

Mr Rajesh Kumar Bhoot, Director, TPL III, Central Board of Direct Taxes mentioned that one of the positive amendments of the Budget is that the cascading effect of Dividend Distribution Tax in the case of holding company structures has been done away with.

Ms Bhairavi Jani, Past National Chairperson, Young Indians & Executive Director, India@75 mentioned that expenditure on skills and job creation is very low. There should be more linkages between skills and job creation.

## Launch of Corporate Chapter

11 May 2012, Chandigarh

Yi Chandigarh Tricity chapter launched the first Corporate Chapter in Chandigarh and Northern region at Altruist Technologies on 11th May 2012.

Dr Parul Pandey, Chair, Yi Chandigarh Tricity Chapter oriented the employees about Yi and also shared her experience of being with Yi over the last few years.

A film on Yi e-waste awareness was also shown during the session.

Mr Anuj Aggarwal, Director, Altruist Technologies, committed to be actively involved with the Environment and Education vertical of Yi to start the projects.

An MOU was signed between CII-Yi and Altruist Technologies Pvt. Ltd.

## Launch of Student Net

11 May 2012, Sri Guru Harkrishan Model Sr. Sec. School, Chandigarh

Yi Chandigarh Tricity chapter launched a net at Sri Guru Harkrishan Model Sr. Sec. School, Chandigarh on 11th May 2012.

Mr Robin Aggarwal, Youth Affairs Chair, Yi Chandigarh Tricity Chapter, and Mr Harjit Singh, CEO, Sri Guru Harkrishan Model Sr. Sec. School signed an MOU for opening up a new net. Dr Parul Pandey, Chair, Chandigarh Tricity Chapter was also present at the MOU signing ceremony.

## Interactive session with CII-NR Chairman & Deputy Chairman

10 April 2012, CII, Chandigarh

Yi Chandigarh Tricity chapter organised an interactive session with Mr Malvinder Mohan Singh, and Mr Jayant Davar for the Yi and net members.

Mr Malvinder shared with everyone his experience of making Fortis one of the biggest healthcare centre in India and across various other countries. Mr Jayant Davar mentioned the challenges faced by first generation entrepreneurs and how to overcome them.

## Yi Chandigarh Nets: Meeting at Amity

11 April 2012, Amity Global Business School, Mohali

Yi Chandigarh Tricity chapter had the first meeting of Yi nets at Amity Global Business School, Mohali

The net students shared their ideas and plans for different verticals.

Mr Jaiprakash Hansrajani, Co-Chair, Student Nets, Yi Chandigarh Tricity Chapter, shared his suggestions on the ideas given by the net students. Mr Sudhir Singh, a Yi member was appointed as the mentor for Amity.

## Orientation Programme for Nets

18 April 2012, Millennium School, Mohali

Ms Poonam Khurana – Yi Chandigarh Co-Chair oriented the students on how they could participate in the making of a better nation and benefit from being a member of Yi.

## World Health Day celebration

14 April 2012, Sukhna Lake, Chandigarh

Yi Chandigarh Tricity chapter celebrated World Health Day by organising a 'Walkathon' to mark the World Health Day.

The walk was followed by a visit to identified anganwadis. A total of four places were visited with 35-40 kids each. Dr Parul Pandey, Chair, Yi Chandigarh Tricity Chapter and Ms Poonam Khurana, Co-Chair, Yi Chandigarh Tricity Chapter shared the benefits of healthy food with the kids, after a round of gaming and listening to rhymes from kids.

Fruits and biscuits were distributed to the kids.

## Awareness Session on World Health Rights

4 May 2012: Srinagar

To mark World Health Day, CII-Yi Srinagar Chapter, in association with J&K Tourism Department, organised a special programme on Health Rights at New Bonvivant School. The aim to celebrate World Health Day was to highlight the efforts required to put health as a top priority in life.



Dr Saleem Beigh, Chief Administrator, J&K Health Dept, addressing with the students

## Interactive Session with Dr H K Bali

20 April 2012, Chandigarh

Yi Chandigarh Tricity chapter organised an interactive session with Dr H K Bali – Director, Department of Cardiology, Fortis Healthcare on 20th April 2012, as another event for marking the “World Health Day”

Dr Parul Pandey-Chair, Yi Chandigarh Tricity Chapter gave the welcome remarks and introduced the guest to the audience.

Dr H K Bali, moderated a very informative session giving away the information on the basics required to keep one’s heart healthy. The audience also had a bunch of queries related to the general health and the health of the heart.

As the session was based on a theme which would cater to the need of one and all, the participants were quite influenced. The session was quite interactive and informative for all present.

Mr Shantanu Daga – Learning Chair, Yi Chandigarh Tricity Chapter gave the closing remarks. The session was well attended by all.

## Felicitation Programme

27 April 2012, LPU, Phagwara

Yi Chandigarh Tricity chapter organised a felicitation programme at Lovely Professional University on 27th April 2012.

Mr Jaiprakash Hasrajani – Co-Chair, Youth Affairs gave the certificates to the students to acknowledge the work done by their net in the last year.

The giving of certificates encouraged the students to do much more than last year. The students came up with brilliant ideas / projects which they wanted to execute in collaboration with Yi.

Dr Parul Pandey – Chair, Yi Chandigarh Tricity Chapter, Ms Sifti Riat – Chair, Yi Ludhiana and Ms Amtoj Ryiat – Youth Affairs Chair, Yi Ludhiana were also present.

The session was well attended by all.

## Employability Initiative

28 April 2012, Aroma, Chandigarh

Yi Chandigarh Tricity chapter initiated the employability project with a kick off meeting at Aroma on 28th April 2012.

Mr Manmohan Singh Kohli – Vice Chairman, CII Chandigarh Council, Dr Parul Pandey – Chair, Yi Chandigarh Tricity Chapter and Mr Vipul Dua – Employability Chair, Yi Chandigarh Tricity Chapter had a brief discussion on how to make the youth employable and skilled in the field of hospitality.

The initiative was very well supported and appreciated by the hoteliers present for the meeting. They also volunteered to take up training for the identified youth.

## ‘Sukoon’: A Sufi musical evening

9 May 2012, Srinagar

To mark the 16th death anniversary of a great Kashmiri Sufi musician, Ustaaad Ghulam Mohammad Kaleen Baft, the Srinagar Chapter of the CII's Young Indians (Yi) organised a Sufi musical evening. The musical programme was organized with an aim of promoting the Sufi musical talent which has emerged from J & K, and to take it forward by giving them due recognition and appreciation they deserve.

Sufi musical jewels of Kashmir like Ustaaad M Yaqoob Sheikh, Abdul Rashid Hafiz, Rashid Jahangir participated in the event and were the source of great pleasure for the audience. The Yi Musical Event was organised in association with the Kaleen Baft Memorial Sufyaana Institute, Sufi Music Academy and was also supported by Indian Institute of Hotel Management. The event was very well appreciated by all the icons of music industry in J&K.



Ustaaad M Yaqoob Sheikh with his co-artists performing a Kashmiri folk song



## CHANDIGARH

CEO Series: Young Global Entrepreneurs

10 April 2012, Chandigarh

Mr Malvinder Mohan Singh, and Mr Jayant Davar shared their experiences and interacted with upcoming young entrepreneurs. "The new generation is enjoying the upside of being part of growing India", said Mr Malvinder Mohan Singh, Executive Chairman, Fortis Healthcare Ltd. "A young Indian entrepreneur in the world with a global connect should be Indian in values and global in thought. The world today is one large marketplace. To make a mark at the world level, we need to start at home, conquer the domestic market first," added Mr Singh.

Sharing his story, he said he always wanted to be in his father's "big shoes", but did not jump into his established business, choosing instead to start from scratch. "Take risks, do things differently," he told the young audience at the venue.

Mr Jayant Davar, Vice Chairman and Managing Director, Sandhar Technologies Ltd, talked about the need to look for opportunities and make the most of them. "Entrepreneurs must follow their passion," said Mr Davar. There is a need for continuous innovation and R&D as we move into the competitive global market. A successful entrepreneur makes quick decisions and decisions based on facts and not intuition," he stated.



Man Mohan Singh, Jayant Davar, Malvinder Mohan Singh, and Sameer Goel



Mr Malvinder Mohan Singh, addressing the participants

Meeting with Perna Puri

16 May 2012, Chandigarh

To discuss the issues of IT industry in Chandigarh, a meeting was held with Perna Puri, Secretary IT, Chandigarh Administration. The issues raised were: making the Entrepreneur Development Centre (EDC) functional as the building is complete in all respects. Industry-Government partnership was also stressed in the meeting. Preference for local SMEs/Entrepreneurs was also requested.

## HARYANA

AgriVision 2020: Harnessing Technologies: Harvesting Prosperity

20 April 2012, Chandigarh

Addressing the Conference "AgriVision 2020 : Harnessing Technologies: Harvesting Prosperity" organised by the Confederation of Indian Industry(CII), Mr. Paramvir Singh, Minister for Agriculture, Government of Haryana, insisted on the need for a twin approach of improved agriculture practices and technology intervention for sustainable agriculture. He further reiterated on the need for Public-Private Partnerships (PPPs), easy and cheap credit availability at less than four per cent and reduction of post-harvest losses, responsible use of water resources which will help to reinovate the farm sector, and benefit the farmers, industry and consumers.

Mr Pikender Pal Singh, Regional Director, CII (NR) said that though the share of agriculture in the total GDP is only 14 per cent, it provides livelihood to more than 60 per cent of the total population in India, so we need to target doubling the productivity by 2040. He further added that we need to adopt innovative technologies, remove infrastructure bottlenecks, use high quality seeds, educate farmers and reduce input costs and cost of credit to improve the condition of the Indian farmer.



## HIMACHAL PRADESH

Meetings with various departments

15 May 2012, Shimla

A CII delegation met Mr SKBS Negi, Principal Secretary – Rural Development and Panchayati Raj; Mr Jagdish Chander, Secretary – PWD; and Mrs Purnima Chauhan, Secretary – Urban Development, Government of Himachal Pradesh, and apprised them about the CII activities.



Session on Union Budget

Monday, 19 March 2012, Chandigarh

The session was organised with an objective to analyse the implications of the Union Budget 2012-13 on the primarily on industry. Deliberations were made by experts from KPMG and the session was also addressed by Mr P S Pruthi, Chief Commissioner, Customs, Central Excise and Service Tax, Chandigarh Zone.



Mr Girish Vanvari, Executive Director, KPMG, Mr C N Dhar, Chairman, CII HP State Council, Mr P S Pruthi, Chief Commissioner, Customs, Central Excise and Service Tax, Chandigarh Zone, Mr R M Khanna, Past Chairman, CII Northern Region, Mr Vinod Dhiman, Head, CII Himachal Pradesh and Mr Pratik Jain, Executive Director, KPMG

## PUNJAB

Meetings with Principal Secretary, Industries & Commerce

30 March 2012 & 18 April 2012

Meetings with Mr AR Talwar, Principal Secretary, Industries & Commerce, Govt of Punjab, were held at Ludhiana. A list of suggestions for Accelerating Development of Punjab was shared with the Principal Secretary. The list of suggestions covered all major areas of concern in Punjab such as power, skill development, strengthening of the single window system, agriculture and water among others.



## JAMMU & KASHMIR



Interactive Session with MBA students of Kashmir University

6 April 2012, Srinagar

The session was moderated by (Dr) Shabir Ahmed, Director Business Studies, University of Kashmir. Also present were Prof. Khrsheed Ahmed Bhat, Director South Campus, University of Kashmir, Mr Suryanarayan thanked the Department of Business Studies for their support and also assured all possible help from CII-Yi in future.

Mr Srikant Suryanarayan, Managing Director Trade Link Ventures Pvt. Ltd. and CO-Chair Yi National interacting with the students of Kashmir University



Interaction with Chairman J&K Bank

2 May 2012, Srinagar

A CII delegation led by Mr Waseem Trumboo, Chairman J&K State Council called on Mr Mushtaq Ahmad, Chairman J&K Bank, and briefed him about the CII activities in J&K. Mr Ahmed said "J&K industry is the backbone of J&K Bank and vice versa".

Other issues that were taken up were micro financing to small farmers, reduction of time and processing charges in bank loan, reduced interest rates for power sector and open opportunity of finance. Senior staff from J&K Bank were also present during the interaction

Mushtaq Ahmad, Chairman J&K Bank, interacting with the CII delegation





### Visioning Exercise

3 May 2012

Mr Dilep Baid, Chairman – Rajasthan State Council, invited Mr Apurv Kumar, Past Chairman - CII Rajasthan, to lead the initiative of preparing a vision document for the next ten years.

Prof Vinod Arora, Consultant was invited to convene a visioning exercise and brainstorming discussions with state council members to take inputs and upgrade and revamp the vision for CII in Rajasthan.

Few of the inputs which came out from members were:

- Minimise judicial response time.
- Influence political will for development.
- Increase competitiveness of the industry.
- Improve law and order.
- Retain culture and heritage.
- Technology to increase efficiency and transparency
- Influence the Government for implementation.



Members present during the Visioning Exercise held at Jaipur



Brijesh Gupta, Chief Commissioner Income Tax, Govt of India, addressing delegates during the Session on Direct and Indirect Taxes in Jaipur

### Session on Direct and Indirect Taxes

11 May 2012, Jaipur

To provide industry with a comprehensive knowledge on the intricacies of taxation and latest government decisions a session on Direct and Indirect Taxes was organised on 11 May at Jaipur. Mr Brijesh Gupta, Chief Commissioner Income Tax, Government of India was the Chief Guest during the inaugural session of the programme. He emphasised on the voluntary compliance of taxes. Mr OP Dadhich, Commissioner, Central Excise, Government of India also addressed the session.

### Panel Discussion

17 March 2012, Jaipur

Rajasthan State Council organised a Panel Discussion on Shaping Developmental Agenda for Rajasthan alongside its Annual Session 2011 – 12.



### Union Budget Viewing Session

16 March 2012, Lucknow

As in the past, CII Uttar Pradesh organised an exclusive Union Budget Viewing Session to focus on analysis and impact of the budget announcements, especially on different sectors of the industry and the Indian economy in general.

Mr Alok Saxena, Chairman, CII UP State Council; and Mr Atul Mehra, Vice-Chairman, CII UP State Council; with key CII UP members at the interaction

## Interaction with Mr Anil Kumar Gupta, IIDC, Goup

20 April 2012

During this interaction, Mr Anil Kumar Gupta, IIDC, Govt of UP, shared that “many sector-wise priorities are in the pipeline and being taken up, including encouragement of private sector in power, land acquisition policy, IT city in Lucknow, and private sector participation in the dairy.” Mr Gupta also said that the government is analysing the solar energy policy which would be finalised by May.



Mr Ved Krishna, Past Chairman CII, UP State Council; Mr Alok Ranjan, Agriculture Production Commissioner, GoUP; and Mr R N Bhargava, Convener, CII Environment Core Group; at the seminar

## Meeting with State Minister - Protocol

2 April 2012, Lucknow

Mr Alok Saxena, Chairman CII UP State Council, met Mr Abhishek Mishra, the newly appointed State Minister – Protocol. The meeting focused on key economic issues related to Uttar Pradesh. Mr Saxena briefed about the theme and core group areas for CII UP State Council for the year – Enhancing the Competitiveness of Uttar Pradesh: Agriculture, Skills, Affirmative Action, Infrastructure, EHS.

The interaction involved sharing the vision of the government, and discussed areas where CII can work together with the UP Government for inclusive and sustainable development of the state.

## Environmental Management in Paper and Pulp Industry

22 March 2012, Lucknow

The main objective of the programme was to focus on the application of various environmental tools and methods in order to facilitate the shift from a reactive regulatory approach to a proactive decision-making approach.

The Chief Guest, Mr Alok Ranjan, Agriculture Production Commissioner, GoUP expressed the view that

*“UP, in the 12th Five-Year Plan, aims to grow @ 10 per cent, and this rate can be achieved only by strengthening the manufacturing sector.”*

Mr S K Singh, Chief Environment Officer, UP Pollution Control Board (UPPCB), said:

*“The government is just a regulator; effective implementation of environmental management in industry needs a moral commitment and enhanced business sector ownership.”*



Mr Alok Saxena, Chairman, CII UP State Council; and Mr Anil Kumar Gupta, IIDC, GoUP; at the interaction organised by CII

## UTTARAKHAND

## Interaction with NTPC Chair, Centre for Public Policy

23 March 2012, Dehradun

Discussions focused on recommendations for Industry in the context of the State Action Plan for Climate Change. The thrust of the recommendations was:

1. To follow a cluster approach
2. Baseline survey on the existing carbon footprint for the major industrial clusters.
3. Preparation of a roadmap for reduction of this footprint.
4. Planning, Implementation and monitoring to be undertaken by a Task Force, comprising representatives of State Government, Industry and experts. The Task Force is to be supported by a budgetary allocation for carrying out its mandate
5. Focus on incentivising the industry, specially the MSMEs, through the industrial policy.

Awareness, learning platforms and recognition through state level awards are other important elements of the plan



Meeting with Addl Chief Secretary, Govt of Uttarakhand

26 April 2012, Dehradun

The discussion was held on Green Bonus for Uttarakhand and Centrally Sponsored Schemes.

## Meetings with Tourism Secretary

19 April 2012 & 4 May 2012, Dehradun

CII Uttarakhand discussed the issues related to Tourism with Dr S S Sandhu, Secretary, Tourism, Govt of Uttarakhand. Mr Pranav Kukreti, Convenor, CII UK Panel on Tourism presented the following suggestions

1. Tourism advisory cell
2. Special tourism circuits
3. Convention centre
4. Land use conversion
5. Promotion of river rafting in the state

## Meeting with Tourism Minister

19 April 2012, Dehradun

The minister of Tourism Amita Rawat was apprised that Tourism can be the single most important employment generator, revenue earner and driver of hill development for the state and the State Government should work towards the development of this sector. It was also emphasised that the focus had to be on attracting high-end tourists as that would maximise the benefit to the state.



*Mr Rakesh C Aggarwal, Chairman, Uttarakhand State Council interacting with Amrita Rawat*

Rawat concurred and suggested a detailed discussion with a larger set of stakeholders and government officials, to be organised soon.

Industrial visit of Graphic Era Hill University's students to Asahi India Glass Ltd, & E-Durables

21 April 2012, Roorkee & Selaqui

Under the Industry academia linkages, an Industrial visit was conducted for 80 students of Graphic Era Hill University to Asahi India Glass Ltd, Roorkee and E-Durables, Selaqui.

## Meeting with Radhika Jha, Addl Secretary, Urban Development

10 April 2012, Dehradun

The agenda of the meeting was Skill development in the state. CII Uttarakhand, submitted inputs on the current market requirement of skilled manpower in industrial trades. The same will now be used to initiate skill projects under Swarn Jyanti Swarozgar Yojna (SJSRY) for the urban poor.

## Meeting with Secretary, Tourism, Govt of India

20 April 2012, Dehradun

Mr Rakesh C Aggarwal, Chairman, Uttarakhand State Council and Ms Lovelena Mody, Past Chairperson, CII Uttarakhand State Council, interacted with Mr R H Khawaja, Secretary, Tourism, Government of India, and shared CII's views on Development of Tourism in Uttarakhand. Some of the key issues discussed were:

- ❑ Creation of a Tourism Advisory Cell with various stakeholders / tourism experts
- ❑ Development special tourism circuits,
- ❑ Creation of land banks
- ❑ Convention Centre with a seating capacity of 5,000
- ❑ Land use Conversion for tourism and
- ❑ Promotion river of rafting in the State

## Valedictory Session of CII - HPCL Swavalamban Programme

23 March, 2012, Dehradun

The CII HPCL Swavalamban project was set up to provide free vocational training to beneficiaries from low income group households. HPCL and CII have joined hands to impart training to 150 youths and change them into useful professionals. Aide et Action was the training partner and the skills covered under the programme included hospitality, ITes and customer Relations.



*CII - HPCL Swavalamban programme in progress*

Meeting with Mr SC Nautiyal, Additional Director Industries, Directorate of Industries

27 March 2012, Dehradun

The agenda of the meeting was to discuss the Industry plan for the State Action Plan for Climate Change.

Industrial visit of Graphic Era Hill University's students to Asahi India Glass Ltd, & E-Durables

21 April 2012, Roorkee & Selaqui

Under the Industry academia linkages, an Industrial visit was conducted for 80 students of Graphic Era Hill University to Asahi India Glass Ltd, Roorkee and E-Durables, Selaqui.



*Ms Lovelena Mody, Past Chairperson, CII Uttarakhand State Council, interacting with Mr R H Khawaja, Secretary, Tourism, Government of India*

Meeting with Cabinet Minister, Small Scale Industries

10 May 2012, Dehradun

CII presented a note on Strengthening MSMEs in Uttarakhand.



Presenting Industrial Development in Uttarakhand Vision 2020 to Harish Durgopal, Cabinet Minister, Small Scale Industries, Govt of Uttarakhand

Interaction with Addl Secretary, Housing

30 April 2012, Dehradun

The meeting discussed the proposed amendments in the Dehradun Master Plan 2005-2025. Mr Purshottam shared that in the new masterplan, there are broadly eight land use categories as against 68 land use categories in the previous masterplan. He also highlighted major amendments in the new master plan and welcomed objections/inputs to the new master plan.



Mr BVRC Purushottam, Addl Secretary, Housing, Government of Uttarakhand, interacting with CII members, Uttarakhand State Council

# exploring horizons



## CII Industrial Services Training Programme (ISTP) with African Chambers of Commerce

27 & 28 March 2012, Chandigarh



Interaction in progress

A delegation of 30 members of Apex Chambers of Commerce & Industrial Associations from African countries interacted with CII Northern Region. The interaction was a part of CII Industrial Services Training Programme (ISTP) which is supported by Ministry of External Affairs, Government of India.

The focus of the programme was to provide an opportunity to the executives of apex industry organizations in African countries to study the CII system of services to Indian industry.

While interacting with the delegation, Mr R M Khanna, Past Chairman, CII Northern Region said, "CII looks forward to working closely with African countries in realising the potential trade and investments for the benefit of these countries and help in building up stronger bilateral relations."

## Dinner meeting with Ambassador of Indonesia

3 April 2012: Dehradun

The aim of the meeting was to emphasise the importance of further strengthening the ties between the two countries. He invited CII members to bring in a business delegation to Indonesia to explore mutually beneficial opportunities.



*H E Lt Gen (Retd) Andi M Ghalib, the Ambassador of the Republic of Indonesia interacting with the members*

## Interaction with U.S. Secretary of Commerce

28 March 2012, Jaipur

Mr John Bryson shared that "In 20 years, 68 cities in India will have populations of over one million people. The total yearly income of urban households is expected to reach \$4 trillion by 2030". Mr Bryson mentioned that 72% of the innovation in US is in the field of manufacturing. He invited CII with a delegation to US as also advised to work with Select USA which is a group of industries.



*US Secretary of Commerce Mr John Bryson addressing CII members*

## Session on Investment Opportunities in Ras Al Khaimah, UAE

12 April 2012 - Amritsar

The session was organised in association with Ras Al Khaimah Investment Authority. The objective of the session was to help Punjab Businesses and Industry in extending their outreach to newer markets in line with CII Punjab's theme for the year "Going Global: The Sustainable Way".



*From L to R - Mr Inderjit Nagpal, Past Chairman, CII Ludhiana Zonal Council, Mr Peter Schwetzer, GM-RAS Offshore, Ms Sandeep Riat, Chairperson, CII Ludhiana Zonal Council, and Dr S K Chatterjee, GM - International Business Development, RAKIA*



# enhancing competitiveness

## Coaching for Engagement

24 April 2012, Chandigarh

The workshop aimed at achieving results through 'Powerful Conversations' through awareness of self, curious questioning, open listening, appreciative discovery, catalytic feedback and heightened engagement. Coaching is a tool to effect change in organisations and people.

"The workshop's objective is how to achieve organisational results through employee engagement and performance" apprised Col Bindra, Chief Enabler, The Performance Enablers.



*Workshop in progress*

## Communication and Presentation Skills

26th April 2012, Gurgaon

The objective of the workshop was to acquaint industry with the skills in role-playing and self-presentation, healthy human relations through communication and improving professional atmosphere.

The training programme was conducted by Mr Amit Mathur, a trained and certified quality management expert. The emphasis of his training was on self-assessment, thought provoking exercises and a better future direction through various visualisation and training techniques.

## CII-Godrej Cluster Programme

7 April 2012, Dehradun

CII-Godrej Interio Cluster kicked off at Bhagwanpur, becoming CII's first cluster intervention in Uttarakhand. The programme aims to transform the thought process of vendors and their employees to bring a positive cultural change in them. This is an initiative to enhance competitiveness of participating members and create world class SMEs through mutual learning and sharing practices. The launch of 1st CII Cluster is a milestone achievement as it will help members to improve their performance and inspire other companies to replicate the model in the state.

## Power of Responsibility

20 April 2012, Rudrapur

The objective of the workshop was to make the participants understand the power of responsibility and its implications in life and understanding the difference between responsibility and burden and responsibility towards customers.



Mr Sandeep Jain, Vice Chairman, CII Uttarakhand along with Godrej team at the launch of 1st CII Cluster in Uttarakhand

## Sensitisation Session on Cluster for Competitiveness

10 April 2012, Jalandhar

The session was organised at Jalandhar with a view to strengthen the small and medium enterprises through the cluster approach. Mr Harinder Singh, Principal Counsellor, CII Avantha, Centre for Competitiveness, oriented the delegates on the concepts of cluster formation. Mr Sharad Aggarwal, Chairman, CII Jalandhar Zonal Council, and Mr J R Singal, Past Chairman, CII Punjab State Council, also addressed the delegates.

## Manufacturing Excellence Mission to Mumbai

**CII J&K organises manufacturing excellence mission to Mumbai**

JAMMU, MAR 19: Today's global business environment requires organizations to review & upgrade technologies on a regular basis, be receptive to new ideas and adopt new methods of upgrading their knowledge base.

In keeping with the Confederation's initiative to share best practices in manufacturing, CII J&K state office facilitated a two-day MANUFACTURING EXCELLENCE MISSION to Mumbai.

The two-day Mission visited three industries that have excelled in the Automotive, Consumer Durables and Heavy engineering sector – Mahindra & Mahindra Ltd, Godrej & Boynce Ltd. and Larsen & Toubro Ltd. Various CII Members from all across the country participated in the mission.

The event gave an opportunity to the participants to have first hand exposure and insight on the technological strengths of these companies as also share various innovative and successful practices implemented at the workplaces of these organizations. It also provided a platform to share views on the directions that need to be taken by Indian industry to achieve technological excellence.

The half-day visit to each organization included interaction with the senior managers, presentations, discussions and visit to their respective plant / facilities.

15 – 16 March 2012, From J & K to Mumbai

In keeping with the Confederation's initiative to share best practices in manufacturing, CII J&K state council facilitated a two-day Manufacturing Excellence Mission to Mumbai.

The two-day Mission visited three industries that have excelled in the Automotive, Consumer Durables and Heavy engineering sector – Mahindra & Mahindra Ltd, Godrej & Boynce Ltd. and Larsen & Toubro Ltd. The event gave an opportunity to the participants to have first-hand exposure and insight on the technological strengths of these companies as also share various innovative and successful practices implemented at the workplaces of these organizations.

## Quality Mission to NEI Ltd & Bosch

26 April 2012, Jaipur

The objective of the mission was to understand practices for quality management in these organisations by way of interaction with senior management and also a visit to the facility. In contemporary global economic scenario, it has become important for organisations to adopt best practices to ensure best quality products in low cost. The Core Purpose of the mission was to promote learning through sharing. Thirty nine industry members from different parts of the state participated in the Mission.



Members of the Quality Mission to NEI Ltd and Bosch



1 - 2 May 2012, Ajmer

The objective of this two day workshop was to inculcate and assist Police officers to look at their own attitudes in terms of behaviour and change them if need be, to develop quality of service delivery by developing interpersonal relations, providing a citizen-focus service, to enhance communication for managing change and coping with stress.

There were 28 Addl SPs; Dy SPs and SHOs from Ajmer, Bhilwara, Tonk and Nagaur districts who underwent training for two days. Dr Shakuntala David and Mr Lalit Lzarus from New Delhi were the Resource persons.

*Mr Anil Paliwal – Inspector General of Police, Ajmer Range addressing the participants at the Workshop on Achieving Excellence in Police Services held at Ajmer*

# building people



## Workshop on Powerful Conversations

24 April 2012, Chandigarh

The workshop aimed at achieving results through 'Powerful Conversations' through awareness of self, curious questioning, open listening, appreciative discovery, catalytic feedback and heightened engagement. Coaching is a tool to effect change in organisations and people.

“The workshop’s objective is how to achieve organisational results through employee engagement and performance” apprised Col Bindra, Chief Enabler, The Performance Enablers.

## CII Education Excellence Programme for School Leadership Team

11 & 12 May, JIET Group of Institutions, Mogra, Pali Road, Jodhpur

3 & 4 April, Poornima Institute of Engineering & Technology, Jaipur

### Schools with quality CII Initiative

There is a need to look at relevance of practices in the schools to enhance the quality of education, said Dr A. Senthil Kumaran, Principal Counsellor, CII Institute of Quality, Bangalore, the key resource person at the two-day Education Excellence Programme for the School leadership team.

The objective of the programme was to empower the school leadership team with quality management, tools and techniques for helping them enhance effectiveness of education processes in their campuses.



*Lighting the lamp for the programme at Jodhpur*

## Coolex 2012

6-9 April, Chandigarh

Confederation of Indian Industry's (CII) four-day exclusive exhibition on air conditioning and refrigeration entered its 15th year this time. Mr Vijoy Kumar Singh, Finance Secretary, Chandigarh inaugurated the fair which showcased products by 22 companies over 1,100 sq m area.

Coolex 2012 featured four-day focused exposition, Interactive product demonstrations and new product launches. It received 30,000 visitors in three days. "The show has seen tremendous growth over the years and now it is expanding its base across the northern region; the show will make its debut in Lucknow, Jammu and Faridabad this year," said Mr Pikender Pal Singh, Regional Director, CII Northern Region.

The participating companies included Hitachi, Daikin, Blue Star, Godrej, Samsung, Haier, Panasonic, Carrier, Voltas, ETA General, Lloyd Electrical, Videocon Industries, Mitsubishi Electric India Pvt Ltd, Mitsubishi Heavy Industries Ltd, LG, Canbara Industries, PE Electronics and many more.



Mr VK Singh, Finance Secretary Chandigarh, inaugurating the expo

6-9 April 2012, Lucknow

Coolex 2012, CII UP's exclusive exposition on air-conditioning and refrigeration was inaugurated by Mr Alok Ranjan, Agriculture Production Commissioner, Government of UP. Coolex 2012 – the 14th edition of the exhibition saw the participation of 14 major companies, showcasing an extremely wide range of products.

Voltas Ltd and Hitachi India were the sponsors for this edition of Coolex, while Sigma Trade Wings was the outdoor media partner.

(R-L) Mr Alok Saxena, Chairman, CII UP State Council; and Mr Alok Ranjan, Agriculture Production Commissioner, Government of Uttar Pradesh; inaugurating Coolex 2012 at Hotel Clarks Avadh, Lucknow



## Made in Pakistan

22-26 March 2012

"As global trade contracts, regional ties are the answer to business concerns. In these times of challenges, India and Pakistan need to look beyond politics, towards shared economic gains" said Mr Anil Kumar, Home Secretary, UT of Chandigarh while inaugurating the 3rd edition of Made in Pakistan exposition.

Made in Pakistan, a CII initiative, is a step forward towards bringing the two countries closer. This event is being an annual feature, people of the tricity get the benefit of a range of products from Pakistan.

Mr Sameer Goel, Chairman, CII Chandigarh Council said people contact is the force behind this initiative. "People look forward to this event. The response on the first day has been overwhelming, with the venue packed with visitors.

*"This is the third edition of Made in Pakistan show and keeping in view the intent, this year, we have extended it by a day. The five-day consumer exposition is a showcase of Pakistani culture, cuisine and folk music."*



Anil Kumar, Home Secretary of Chandigarh, inaugurating the Made in Pakistan exhibition.

- Mr Pikender Pal Singh, Regional Director, CII Northern Region



# northern notes

NEWSLETTER OF CONFEDERATION OF INDIAN INDUSTRY - NORTHERN REGION

## Advertise with Northern Notes

### Reach out to the best of the best of Indian Industry

#### The Benefits

Wide circulation and readership of e-newsletter across members, institutions and government.  
 Bi – Monthly Newsletter showcasing the various initiatives of CII NR.  
 Read by CII members, Thought Leaders, Bureaucrats and other decision makers.

#### The Coverage

Business News  
 Regional Economic Policy Updates.  
 Membership Connect.  
 Development Initiatives.  
 Reportage on Various states and more...

### ADVERTISEMENT RATE CARD FOR NORTHERN NOTES

Mechanical Data And Tariff			
Description	Size	Insertion	Rate in INR (per insertion)
Full Page (4 colour)	25 Cm (Height) x	Left Hand Inside Page	13000.00
		Right Hand Inside Page	17000.00
Back Cover (4 Colour)	25 Cm (Height) x 19 Cm (Width)		25000.00
Half Page (4 Colour)	12.5 Cm (Height) x 9.5 Cm (Width)		9000.00
Front/Back Inside Cover Page (4 Colour)	25 Cm (Height) x 19 Cm (Width)		22000.00
Double Spread (4 Colour)	25 Cm (Height) x 38 Cm (width)		32000.00

### DISCOUNT PACKAGE ADVERTISING

PACKAGE	Half Yearly Package (3 Insertions)	Yearly Package (6 Insertions)
DISCOUNT	10% of Regular Value	20% of Regular Value

### CII Northern Notes Newsletter Subscription

Description	Cover Price	Discount	Offer Price
1 Year (6 Issues)	INR 600.00	20%	INR 480.00
6 Months (3 Issues)	INR 300.00	10%	INR 270.00

# teleboard

## CII J&K organises 'Manufacturing Excellence Mission' to Mumbai



Shadow Correspondent  
JAMMU, MAR 19:  
Global business environment requires organizations to review & upgrade technologies on a regular

visi that Aut Dur nee

## CII against any curbs on trade through Wagah

FW BUREAU  
Amritsar, April 9

The Confederation of Indian Industry (CII) sees that there will be a tremendous boost in trade between India and Pakistan. Currently, the trade



fright and delivery time. Land route should be opened for all trading commodities.

Speaking on this, Gunbir Singh, Past Chairman CII Punjab State Council, said that this is indeed a disappointment for north India which was expecting trade to grow in its products with neighboring country and beyond. He said that he is delighted that Pakistan has adopted the negative list but the discrimination against the Wagha land post is indeed surprising since the cost advantage accrue to the Pakistani consumers only if the consignments are

## National mission for sustainable agricultural growth mooted

HARYANA AGRICULTURE MINISTER SAYS PROVIDING QUALITY HYBRID SEEDS AND FARMER EDUCATION WILL HELP TO BOOST CROP PRODUCTIVITY

## 'रोजगार बढ़ाने के लिए देंगे निवेश को प्रोत्साहन'

सीआईआई उत्तरी क्षेत्र के चेयरमैन मलविंदर सिंह बोले

productivity. While completing CII for the initiative, Punjab Agriculture Director Mangal Singh Sandhu



In his address, B. Yogesh, Director-Mahyco Monsanto Biotech, highlighted the challenges and potential solutions to address the same, saying "Technological interventions and deployment can be a catalyst and are one of

## CII's Young Indians visit aanganwadis

WORLD HEALTH DAY  
TRIBUNE NEWS SERVICE

LUDHIANA, APRIL 11

vertical Chair, Health, also gave a brief talk to the tiny tots of the aanganwadis about the importance of fruit. Also present on the



## अफ्रीकन चैंबर ने मिलाया सीआईआई से हाथ

अमर उजाला ब्यूरो

चंडीगढ़। यूएफसी चैंबर आफ कामर्स एंड इंडस्ट्रियल एसोसिएशन के अफ्रीकन और सीआईआई नार्दन रोजन ने अब बिजनेस और ट्रेनिंग सर्विसेज के लिए एक दूसरे से हाथ मिलाया है। यह 21 सदस्यीय

इंडस्ट्रियल सर्विसेज ट्रेनिंग प्रोग्राम की जानकारी ली और खेतीबाड़ी की नई टेक्नोलॉजी की जानकारी भी बढ़ाएगी। प्रतिनिधिमंडल ने एग्रीकल्चर पर ज्यादा ध्यान केंद्रित किया। प्रतिनिधि मंडल को संबोधित करने वाले सीआईआई के पूर्व चेयरमैन आरएम

इसी वजह से उनको सीआईआई के चार दिनों से आयोजित किए जाने वाले एग्रेट 2012 के लिए निमंत्रण भी किया गया है। सीआईआई चंडीगढ़ काउंसिल के चेयरमैन समीर गोयल ने कहा कि इस प्रकार के आयोजनों के माध्यम से भारत और अफ्रीकन देशों के

कि सीआईआई इंटरनेशनल मार्केट में ग्लोबल बिजनेस को मजबूत करने का प्रयास कर रहा है। यह सत्र भी इसी उद्देश्य से भर रहा। अफ्रीकन देशों के साथ सीडरिंग और सब कॉन्टिनेंट के साथ बिजनेस की शेरिंग है। इस प्रतिनिधिमंडल में 21 अफ्रीकन

## CII Interacts with UP chief minister

Investment tops agenda for region

J&K CORRESPONDENT  
JAMMU, MAY 8:

A CII delegation led by Malvinder Mohan Singh, Chairman, CII Northern Region and Executive Chairman, Fortis Healthcare Ltd called on the Chief Minister to discuss CII's Agenda for the State and understand Government's priorities. CII recommended a series of suggestions to create an enabling environment for fresh investments. The delegation impressed upon the Chief Minister the need for constituting a consultative groups between CII and Govt. of UP that would serve as a platform for industry - Government interface and also provide thought leadership on various issues impacting the economic development of the State, press stated today.



The Chairman said the Confederation would work for sustainable agriculture by strong advocacy on Land Leasing Act & APMC Act. Agri Conclaves and farmer

ing the inflow of industrial investments in a particular country / region / state. The Confederation also advocated for creation of Land Bank Development Corporation at

went on to list some proposals for which the CII would actively engage with the government; the government should step in and make public procurement of SMI

## 'बिना जोखिम उठाए आगे बढ़ना मुश्किल'



सेक्टर-31 में जानकारी देते सीआईआई नार्थ के चेयरमैन मलविंदर एम सिंह।

अमर उजाला ब्यूरो

चंडीगढ़। वर्ष 2035 तक भारत

ताकि प्रतिस्पर्धा में टिके रहने का बराबरी से मौका मिल सके। अपनी सफलता का जिक्र करते