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# northern notes

NEWSLETTER OF CONFEDERATION OF INDIAN INDUSTRY

NORTHERN REGION



TOWARDS a  
BETTER INVESTMENT CLIMATE  
in  
NORTHERN REGION

## FOREWORD

CII NR continued its interface with the membership and state governments on various issues of concern.

The membership had an opportunity to interact with the President CII, the Chief Ministers of UP, Delhi, Uttarakhand and Rajasthan, the Administrator of UT Chandigarh and the Governor of Rajasthan. Focused sessions with Union Ministers -- Mr Anand Sharma, Commerce, Industry & Textiles, and Dr M Veerappa Moily, Corporate Affairs were held. We also interacted with bureaucrats like Ms Kiran Dhingra, Secretary, Ministry of Textiles, Gol; Dr Prajapati Trivedi, Secretary, Performance Management, Gol; Mr Sudhir Krishna, Secretary, Ministry of Urban Development, Gol, as part of our endeavour to advocate policy reforms in various sectors like infrastructure, real estate, textiles, power & water, skills and HR etc.

We consolidated our efforts to enhance the competitiveness of our MSME members by organising various sector-specific missions, workshops, buyer-seller meets and business development seminars to promote their businesses.

NR also reached out to society with its various initiatives like voluntary blood donation camps, drug de-addiction initiatives, tree plantation drives, e-waste collection drives and Ability 2012 Job Fair, to provide jobs to the differently abled.

The 2nd edition of Secure North conference & expo was organised to provide a platform to showcase a wide variety of the latest and advanced technological solutions and products to residents, institutions, corporates and associations. Press conferences and roadshows to promote Invest North 2012 were also organised with the aim of showcasing and enhancing northern India's investment potential.

The 12th HRM Summit was organised with the objective of aligning HR strategies with long-term business strategies. Texcon 2012 was a big initiative to revive the textiles sector by advocating key policy measures. Realty 2012 was another step in getting real estate stakeholders to interact on a common platform. The FMCG Conference was organised to deliberate on various issues relating to the FMCG sector in the north.

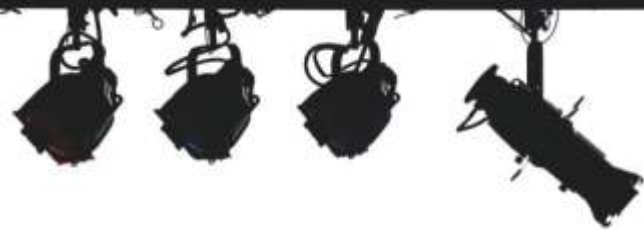
Hope you will find the newsletter useful. Please do share your suggestions and feedback to serve you better.

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## Invest North 2012 : a conclave to showcase North India's Investment potential

Press Conference & Roadshows

20 July, New Delhi; 8 August, Chennai

9 August, Hyderabad; 23 August, Mumbai

CII NR would be organising "Invest North" to showcase & promote investment opportunities and enhance investment climate in the Northern states of NCT of Delhi, Haryana, Himachal Pradesh, Jammu & Kashmir, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand and UT Chandigarh from 3-4 November 2012 at Gurgaon.

To promote "Invest North" & share its key highlights with the industry and the media, Roadshows and Press Conferences were organized in New Delhi, Chennai and Hyderabad. The objective is to promote Northern India as an attractive investment destination.



Mr Ajay S Shriram, Vice-President CII & Chairman, Invest North 2012, Mr Malvinder Mohan Singh, Chairman, CII NR and Mr Richard Rekhy, Co Chairman, Invest North 2012 at the Press Conference

*"The northern states are keen to seek fresh investments and forge new partnerships that would enable them to further leverage their growth potential and regain their competitiveness. 'Invest North' is an effort to create a platform for northern states to strengthen business and industry in this region'.*

- Mr Ajay S Shriram, Vice-President CII & Chairman, Invest North 2012

*"'Invest North' aims to showcase investment potential and enhance investment climate to attract investments in the eight northern states which have vast potential both in traditional sectors like agro-products and textiles and emerging sectors like biotech and IT."*

- Mr Malvinder Mohan Singh, Chairman, CII NR

## Secure North 2012 : Conference cum Display on Safety & Security

1-3 August, Chandigarh

HE Mr Shivraj V Patil, Governor, Punjab and Administrator, UT Chandigarh, inaugurated the conference cum display

In continuation of its commitment to work for the Indian industry and our nation and to attract attention towards fostering internal security, CII organised the 2nd edition of SECURE NORTH – the North India's Premium B2B event in association with Chandigarh Administration as Host City, with special focus on Internal Security, Fire Safety & Disaster Management.



*"Wars of the future will primarily be fought in the minds of people,"*

- H.E Mr Shivraj V Patil

*"Considering the global security scenario, India, as an emerging regional power, must take security issues seriously if it has to continue on the path of development."*

- Lt. Gen Sanjiv Chachra, GOC-in-C, Western Command,

*"The corporate sector can create bridges of cooperation between security agencies, government cells and other information sources so that the systemic failure in using and sharing intelligence is not dependent on any human effort and never happens again."*

- Mr R M Khanna, Chairman, CII Secure North 2012



The products on display for residential and industrial security and fire safety included CCTVs & DVRs, Disaster Management Solutions, Electronic Sirens, Theft Sensors, Fire Alarms, Smoke Detectors, Fire Fighting bikes and Systems etc.

Sessions with Resident Welfare Associations (RWAs) and Market Welfare Associations (MWAs) of Chandigarh were also organised to address their concerns regarding safety and security, in association with Chandigarh Police.

## Industry Roundtable with Mr Anand Sharma, Union Minister for Commerce, Industry & Textiles

23 May, Shimla

Union Minister assured to take up CII recommendations with departments concerned on growth and development of Himachal Pradesh

An Industry Roundtable with the Commerce Minister was organised by CII to share the developmental concerns of the industry in the region. The Minister briefed the industry leaders about New National Investment & Manufacturing Policy and National Investment & Manufacturing Zones proposed under the scheme. The Minister also briefed on the huge benefits that would accrue after unveiling of Multi Brand Retail in India.

Responding to the members, Mr Sharma assured the industry leaders for all possible help and support and urged CII to prepare a note on pending issues with various ministries of Government of India. Mr Sharma agreed to pursue the issue of water scarcity in Parwanoo and development of Railway Network in HP on priority basis.



Anand Sharma interacting with CII members in Shimla

## Meeting with Delhi CM

24 July, New Delhi

The CII Delhi Task Force members led a 17-member delegation to meet Mrs Sheila Dikshit, Chief Minister of Delhi. The group presented key suggestions of the CII Delhi Task Force in the areas of Traffic Management, Water & Sanitation, Energy Conservation, and the Delhi Master Plan 2021. The suggestions of the Task Force were highly appreciated by the Chief Minister.



Sheila Dikshit, Chief Minister of Delhi, with CII Delhi Task Force members and senior officials of the Delhi Govt

*“The need of the hour is a collaborative effort between industry and government for designing the development agenda for Delhi”*

- Mrs Sheila Dikshit

CII constituted the CII Delhi Task Force in January 2012 to work with the government on issues of urban development and urban governance. The aim of the Task Force is to provide a platform to facilitate the engagement between various stakeholders – state government, residents, business groups, civic administrators, NGOs, and industry associations. The Task Force is being chaired by Mr Harpal Singh, Mentor & Chairman Emeritus, Fortis Healthcare Ltd. Mr Vijay Thadani, CEO, NIIT is the Co-Chair.

## Interaction with J&K CM

1 August, Srinagar

A CII delegation led by Mr Waseem Trumboo called on Mr Omar Abdullah, Chief Minister of J&K. Mr Trumboo gave a brief presentation on eco-sensitive zone notification. In the presentation, CII suggested that a stakeholder committee should be formed by the Govt of J&K along with representatives from CII. The chairman suggested that a high-level state government delegation, along with CII members, should meet the Union Minister for Environment and Forests.



Chief Minister Omar Abdullah along with CII members

## Interaction with UP CM



*CII delegation with Akhilesh Yadav, UP CM*

2 June, Lucknow

A CII delegation led by Mr Adi Godrej, President, CII called on Mr Akhilesh Yadav, Chief Minister to present CII's developmental agenda for the State of UP. CII recommended a series of suggestions to create an enabling environment for inclusive and sustainable growth of the state.

Mr Godrej impressed upon the Chief Minister that accelerated reforms and good governance can enable UP to achieve double-digit GDP growth. Reacting to CII's

recommendations the Chief Minister reaffirmed its government's commitment to make Udyog Bandhu an empowered agency to facilitate investment in the state.

## Meeting with Rajasthan CM

19 July, Jaipur

A courtesy meeting with the Chief Minister, Mr Ashok Gehlot, was attended by Mr Malvinder Mohan Singh, Chairman, Northern Region; and Mr Jayant Davar, Deputy Chairman, Northern Region etc. The meeting focused on Corporate Social Responsibility, investments in Rajasthan, and skill development.

*Malvinder Mohan Singh and Jayant Davar, along with the CII delegation in a meeting with the CM*



## Interaction with Dr M Veerappa Moily, Union Minister for Corporate Affairs

25 May, Srinagar

A CII delegation led by Mr Asif Iqbal Burza, Chairman CII Kashmir Zone and Director Ahad Hotels and Resorts met Dr M Veerappa Moily, Union Minister for Corporate Affairs.

Hon'ble Union Minister for Corporate Affairs Dr. M Veerappa Moily promised to take up the issues raised by CII members with the concerned officials.

He also added that his ministry would explore the possibility of holding an "Investment and Governance Meet" in Srinagar.



*Dr M Veerappa Moily, Union Minister for Corporate Affairs, with CII Members at Srinagar*



## Meeting with Uttarakhand CM

1 August, Dehradun

A CII delegation led by Mr Rakesh C Aggarwal, Chairman, CII Uttarakhand State Council, called on Mr Vijay Bahuguna, Chief Minister of Uttarakhand, on 1 August at CM House, Dehradun. The agenda discussed in the meeting was the Invest North Conclave.

*CII delegation with Vijay Bahuguna, Chief Minister of Uttarakhand*



# major events



## HRM Summit 2012 – Building Leaders of Gen. Next : Do You Aspire?

8 June, New Delhi

CII NR organised the 12th edition of HRM Summit with an aim to align HR & leadership development strategies with long term business strategies which would eventually help organizations grow. The summit was inaugurated by Dr Prajapati Trivedi, Secretary to Government of India, Performance Management, Cabinet Secretariat. A CII-Aon report on “Building Gen. Next Leaders” was also released during the Summit.



Dr Prajapati Trivedi releasing the report

*“Aligning of HR & leadership development strategies with long term business strategies is a must for the organizations to survive and grow especially in today's ever changing scenario of economic uncertainty, margin pressures, rising input costs coupled with increased competition”*,

- Mr Ramesh C Jain,  
Former Group Vice Chairman, Eicher Group.

## Texcon 2012

5 July, New Delhi

The aim of Texcon 2012 was to discuss the need for policy initiatives required in the Textile Sector to revive the same. The conference was aimed at capturing the changing scenario in global textile and apparel industry and its impact on Indian industry. Apart from highlighting the various challenges posed, the conference deliberations also focused on models of growth for the sector. Mr Jayant Davar, Deputy Chairman, CII Northern Region shared some of the important issues which need immediate policy reforms for the textile sector like bringing MSP back to reflect the international price levels, rationalisation of power tariffs across the country, additional Duty Draw Back and DEPB rates to ensure all state levies are rebated, CENVAT Accumulation to be refunded in cash and promoting FDI in the textiles and apparels sector to make quick technological advancements.



Ms. Kiran Dingra releasing the report

*“The Indian textile sector which employs 90 million people directly or indirectly today desperately needs huge investments in latest machinery, R & D, innovation, skills development, FDI, Joint Ventures (JVs), design and stable government policies if it has to grow to its true potential”*.

- Mr Arun Maira,  
Member - Planning Commission, GOI



Release of the CII- Y Factor Report: FMCG Sector – New Opportunities

## FMCG Conference

8 August, New Delhi

An FMCG conference was organised to engage various stakeholders in meaningful deliberations on a plethora of pertinent and topical issues which include Impact of Modern Trade, Urban vs Rural Market, Role of Information Technology, and Innovation & Branding with Sustainability, along with Trends & Growth Drivers in FMCG Market in the Northern States.

## Innovation Conclave

22 June, New Delhi

CII Northern Region organised its 2nd edition of Innovation Conclave with BMGI as the Knowledge Partner. Dr K Radhakrishnan, Chairman, ISRO and Dr V K Saraswat, Director General, DRDO were present at the Inaugural Session and shared their perspectives with respect to Innovation in the current industrial scenario.

*"Innovation is the key driver for continual growth in an organisation". Innovation harnesses the technology that leads to enhanced competitiveness", he added. He elaborated that Innovation is more than invention / adaption, application and utility and shared that India has emerged as a role model for the whole world in the area of space applications due to Innovation.*

- Dr K Radhakrishnan, Chairman, ISRO

*"India is becoming a top global innovator and to sustain this, we need to continually move in this direction. He opined that Innovation is central to every organization's growth. "We must concentrate on creative thinking, better information systems, training & skills upgradation to move India into the orbit of developed countries", he added.*

- Dr V K Saraswat, Director General, DRDO



The 2nd Innovation Conclave in progress

## Realty 2012, 8<sup>th</sup> International Conference on Real Estate

28 June, New Delhi

"Real Estate sector's development is the development of the whole country", - Dr Sudhir Krishna, Secretary, Ministry of Urban Development, Government of India, while addressing the industry at 8th edition of CII NR's Realty 2012.

"Historically the unorganised and fragmented real estate sector in India has now metamorphosed into an evolved and organised sector with strong focus on technology, efficiency, skills, strong delivery mechanism, community development, infrastructure development and adoption of green practices" - Mr Anshuman Magazine, Chairman, Realty 2012 & CMD, CBRE South Asia (P) Ltd. "The companies who do not concentrate on these factors would not sustain in the long run", he added.



Dr. Sudhir Krishna releasing the report

### Tribute

CII NR pays its respectful homage to Awanish Kumar Dev, General Manager, HR, Maruti Suzuki India Ltd, who died on 18 July 2012, at the Maruti office in Manesar, Gurgaon, attacked criminally within the factory premises. This mindless act of violence resulted not only in a loss of property and incalculable damage to the country's reputation as a safe investment destination, it led to a far greater tragedy: the death of an honest and selfless officer. CII pledges to work with all stakeholders to see that justice is done and to create a safe and secure work environment so that such incidents do not recur.



# membership connect

## Interactive sessions with Mr Adi Godrej, President CII

2 June, Lucknow

11 July, New Delhi

Mr Adi Godrej, President CII interacted with the members at Lucknow & Delhi.



*“UP has immense potential in terms of population and market size, the need of the hour are reforms and effective policy framework”.*

- Mr Adi Godrej, President, CII

*“CII intends to work with the State Government to co-create a roadmap for unlocking potential across the sectors. CII has established 9 CoEs in the country and would be launching Food & Agri Centre of Excellence (FACE) in UP to encourage training in food processing sector”*

- Mr Chandrajit Banerjee, Director General, CII

*“Textile sector can grow and sustain if and only if the scale of operations is increased and latest technology is adopted to raise productivity levels”*

- Ms Kiran Dhingra, Secretary, Ministry of Textiles, GOI



Mr Adi Godrej, President, CII addressing the members

## MSME Conclaves 2012



MSME Conclaves in progress

26 May, Jaipur

13 July, Lucknow

MSME Conclaves and sessions for Buyer-Seller Interaction to strengthen linkages between MSME members and large industries were organised for the benefit of membership.

CII, Rajasthan & UP State Councils organised the MSME Conclaves and sessions for Buyer-Seller Interaction to strengthen linkages between MSME members and large industries. This included presentations by procurement teams of North Western Railways, Defence, JVVNL, Ashok Leyland, NEI and Bosch Ltd. They shared the products to be procured, requirements from MSMEs and procedures and standards to get registered with them.

## Buyer-Seller Meet

13 July, Chandigarh

CII Chandigarh Council organised a Buyer-Seller Meet to strengthen ties between large, medium and small member companies and nurturing a new relationship of partners. “Quality standards, competitive pricing and timely delivery are the key elements to forge business linkages” said Mr Sameer Goel, Chairman, CII, Chandigarh Council, while addressing MSME representatives from the region.



## Session on growth for MSMEs

27 July, Ludhiana

CII Ludhiana Zonal Council, along with Yi-Ludhiana Chapter, organised a session in partnership with Valcon Management Consultants. It was targeted at Indian MSMEs, which account for approximately 45 per cent of the manufacturing output and 40 per cent of the total export, employing six crore people. Despite this, Indian MSMEs are facing problems, such as sub-optimal scale of operation, technological obsolescence, supply chain inefficiencies, increasing domestic and international competition, change in manufacturing strategies, and a turbulent and uncertain market scenario. The session objectives were to identify potential areas of growth in Indian MSMEs. A similar session was also organised at Jalandhar.

## Chandigarh Members' Meet

6 July, Chandigarh

A Members' Meet of the CII Chandigarh members was organised to strengthen the engagement of membership in Chandigarh. Mr Sameer Goel, Chairman, CII Chandigarh, made a detailed presentation of the activities held by the council in the previous quarter and shared the work plan for the coming months. Members appreciated the efforts of the council and suggested the taking up of issues that concern the residents of Chandigarh as well.

## Rajasthan Members' Meet

19 July, Jaipur

In order to sensitise members about the broader CII perspective, understand the membership issues, and evolve a definitive roadmap to strengthen the reach, scope and institutional framework of CII in Rajasthan, a Rajasthan Members' Meet was organised at Hotel Royal Orchid, Jaipur. Mr Malvinder Mohan Singh, Chairman, CII Northern Region along with Mr Jayant Davar, Deputy Chairman, CII Northern Region addressed the meet. Mr Singh laid emphasis on attracting investment, better governance, policy reforms, and productive enhancement.



*Malvinder Mohan Singh, Chairman, Northern Region; Jayant Davar, Deputy Chairman, Northern Region; Dileep Baid, Chairman, Rajasthan State Council; and RP Kashyap, Vice-Chairman, Rajasthan State Council, at the Rajasthan Members' Meet*



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)

# policy pulse



## New Frontiers of Investment: Northern India

Richard Rekhy  
Chairman,  
Regional Committee on Economic Affairs & Taxation,  
CII Northern Region & Country Head - Advisory, KPMG



The northern region of India has been one of the most famous ancient civilizations of the world. Trade and affluence in the north have attracted many world travellers, including multiple invaders drawn by the treasures and the opportunity that the north of India held. Yet today, the north has lost some of its sheen, despite its many advantages. It is the political powerhouse of the country with the national capital in its folds. North India also saw the advent of outsourcing when many global airlines and banks opened their captive units in the Delhi/ NCR for outsourcing their back office work to India. Several ventures in the automobiles, tourism, agri-products, IT & ITES, retail, education and healthcare sectors have taken root here.

In short, North India possesses immense potential. This is coupled with proactive government policy and development initiatives across a broad range of sectors, which is likely to further accelerate:

- ✦ Economic growth shifting from agriculture to manufacturing and services sectors
- ✦ Higher per capita income (states like Delhi, Haryana, Himachal Pradesh, Punjab, Uttarakhand, and Chandigarh have higher per capita income than the national average)
- ✦ Heavy investment in infrastructure development
- ✦ Attractive investment climate by state governments announcing various investment-friendly policies and initiatives
- ✦ Larger number of big and medium industrial units and SSI units with foreign collaborations

What does prove to be a challenge with respect to industrial growth in the region are the Infrastructure bottlenecks such as power deficit, road density and lower tele-density. Human Capital Development bottlenecks with respect to education and skilling and the overall health infrastructure of the region. Other challenges result from lack of Institutional Enablers such as perception of law, land acquisition issues and cumbersome approvals for new investments. However, amidst these challenges there exists a clear opportunity for tremendous growth. This can be realised if leaders in the north work towards removing the bottlenecks in this region. In the words of Harry S Truman, "Men make history, and not the other way around. In periods where there is no leadership, society stands still. Progress occurs when courageous, skillful leaders seize the opportunity to change things for the better."

Challenges with respect to logistics apparently hamper the northern regions, ability to be competitive on logistics costs for exports, accessing raw material for manufacturing of various goods and providing services/ high end manufacturing. These problems are very real and common to all states in the region. By considering the challenges mentioned above as regional, the solution set would need a regional approach in which collaboration can yield not only a larger solution set but also set in motion 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. In short, a regional approach towards understanding and addressing challenges is far more beneficial and the following are the few key areas of intervention that the states may consider:

- ✦ With the inherent disadvantage of being distant from all sea-ports, the northern region, need to focus on transportation & logistics infrastructure to ensure its export competitiveness
- ✦ IT-ITeS industry is largely concentrated in and around NCR area (Noida/Greater Noida). There is a clear need for dedicated infrastructure (IT Parks) and talent development across other parts of the state
- ✦ While northern states are a hub to electronics and auto manufacturing (Greater Noida). It has the potential to enhance investments from booming auto and heavy engineering industries in other parts of state
- ✦ A strong thrust is needed to promote international as well as domestic tourism in the state

Each state offers a distinct advantage in building the overall investment viability in the northern region. Delhi, the national capital is home to a world class Airport, consistent power availability, excellent road & rail connectivity with other cities and a developed communication network.

The New Industrial Policy 2010-2021 with its focus on hi-technology and knowledge based industrial activities along with superior infrastructure and quality & skilled labour pool offers tremendous scope for service industries.

Supported by robust infrastructure, and with statistics like highest per capita net domestic product in the country to boast of, Haryana seems to be all set to usher in the next generation of infrastructure led development. The State is recognized as one the most economically developed regions in entire South Asia, with it having the largest number of rural millionaires in India. Punjab in comparison has been primarily an agrarian economy, but it has slowly emerged as a hub for industrial development in secondary and tertiary sectors – especially in textile-based industries. The State offers a wide range of subsidies, fiscal and policy incentives as well as assistance for businesses under the Industrial Policy, The State also has a stable political environment and the Government is strongly committed towards providing a conducive business environment by formulating well-defined policies and incentives.

For Jammu and Kashmir, the State's natural beauty and picturesque locations have made it one of the most preferred destinations for both domestic and international tourists. Himachal Pradesh is regarded as one of the most dynamic hill states of India which is high on human development indices. The state has strong hydro-power base because of its rich water resources and topography, the available potential is close to 23,000 MW which paves way for hydro power generation industry. The State was successful in attracting foreign investment close to US\$ 1,030 million during the period from April 2000 to April 2011.

investments amongst Indian States. The recently enacted comprehensive Rajasthan Industrial and Investment Promotion Policy (RIIPP 2010) aims to position the State as an investment-friendly destination. The State is taking major initiatives towards improving the business climate and encouraging private investments in various sectors including physical and social infrastructure development on Public Private Partnership (PPP) model.

Uttar Pradesh, home to 16.5% of the country's population offers a huge market potential. The State has well developed physical infrastructure with good connectivity to all major cities in the country. It has a robust industrial infrastructure with 15 industrial areas and many specialized parks. 57% of the Eastern DFC and 7% of the DMIC will pass through the State

Uttarakhand in comparison enjoys a location advantage with its proximity to the National Capital Region and excellent connectivity with the neighboring states. The State witnessed remarkable growth in manufacturing sector with CAGR of 27.5% during the period 2004-05 to 2009-10. Due to the presence of pilgrimage places, national parks and Himalayas, the state has emerged as one of the most preferred tourist destination.

When considered in silos, each state in Northern India has abundant and area specific opportunities for investments, as briefly listed below;

DELHI	HARYANA	HIMACHAL PRADESH	JAMMU & KASHMIR
<ul style="list-style-type: none"> <li>▲ Banking and Financial Services Industry (BFSI)</li> <li>▲ IT and ITeS</li> <li>▲ Tourism</li> <li>▲ Food processing</li> <li>▲ Construction and engineering</li> <li>▲ Retail</li> <li>▲ Real estate</li> </ul>	<ul style="list-style-type: none"> <li>▲ Automotive</li> <li>▲ Research based industries including bio-tech and pharmaceuticals</li> <li>▲ Agro and Food Processing</li> <li>▲ Animal husbandry and dairy</li> <li>▲ IT/ITeS</li> <li>▲ Textiles</li> <li>▲ Petrochemicals</li> <li>▲ Logistics</li> <li>▲ Electronics / Hardware</li> <li>▲ Leather</li> <li>▲ Tourism</li> </ul>	<ul style="list-style-type: none"> <li>▲ Textiles</li> <li>▲ Pharmaceuticals</li> <li>▲ Food procurement and processing</li> <li>▲ Light engineering</li> <li>▲ IT and electronics</li> <li>▲ Cement</li> <li>▲ Tourism</li> <li>▲ Hydro power</li> <li>▲ Horticulture</li> </ul>	<ul style="list-style-type: none"> <li>▲ Horticulture</li> <li>▲ Floriculture</li> <li>▲ Handlooms and Handicrafts</li> <li>▲ Tourism</li> <li>▲ Mineral-based Industry</li> <li>▲ Cement</li> <li>▲ Gems and Jewellery</li> <li>▲ Sericulture</li> <li>▲ IT</li> <li>▲ Pharmaceuticals</li> <li>▲ Hydro-power</li> <li>▲ Food processing</li> </ul>
UTTAR PRADESH	RAJASTHAN	PUNJAB	UTTARAKHAND
<ul style="list-style-type: none"> <li>▲ IT and ITeS</li> <li>▲ Agro and food processing</li> <li>▲ Tourism and hospitality</li> <li>▲ Mineral-based Industries</li> <li>▲ Textiles</li> <li>▲ Handloom and handicrafts</li> <li>▲ Leather-based industry</li> <li>▲ Sports goods</li> <li>▲ Sugar</li> <li>▲ Consumer durables</li> <li>▲ Retail</li> </ul>	<ul style="list-style-type: none"> <li>▲ Cement</li> <li>▲ Tourism</li> <li>▲ IT and ITeS</li> <li>▲ Ceramics</li> <li>▲ Mining</li> <li>▲ Chemicals</li> <li>▲ Auto and auto-components</li> <li>▲ Textile</li> <li>▲ Agro-based industry</li> <li>▲ Gems and jewellery</li> <li>▲ Marble</li> <li>▲ Steel</li> <li>▲ Renewable energy</li> </ul>	<ul style="list-style-type: none"> <li>▲ Tractors and auto components</li> <li>▲ Agro-based industries</li> <li>▲ Bicycles and bicycle parts</li> <li>▲ Chemical products</li> <li>▲ Food products</li> <li>▲ Light engineering goods</li> <li>▲ Metal and alloy products</li> <li>▲ Pharmaceuticals</li> <li>▲ Paper and paper products</li> <li>▲ Sports goods and apparels</li> <li>▲ Textiles</li> <li>▲ IT and ITeS</li> </ul>	<ul style="list-style-type: none"> <li>▲ Agro-based industry and food processing</li> <li>▲ IT and ITeS</li> <li>▲ Floriculture</li> <li>▲ Horticulture</li> <li>▲ Pharmaceuticals and biotechnology</li> <li>▲ Hydro power</li> <li>▲ Tourism</li> <li>▲ Auto and auto components</li> </ul>

From an industry perspective, there are a lot of similarities across the region and complementing skills. A collaborative effort is required to realize the untapped potential in the northern states. The government is currently enabling many investor-friendly policies that help and assist the growth of each state. It is important that such initiatives continue and states work in collaboration in order to fuel the progress and accelerate growth. The first step towards collaboration would require states to create a harmonizing 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!

This welcome initiative taken up by CII to collaborate between the State Governments, Industry and the partner countries for launching the "Invest North Conclave" on 3 and 4 of November, 2012 will help showcase the investment opportunities in the northern states to both the domestic and international investors.

## Indian Healthcare Delivery – on the Upswing

Daljit Singh  
President, Fortis Healthcare Limited



### Background

The healthcare delivery sector in India has undergone a paradigm shift and has reached a significant scale. The sector is estimated at over \$55 billion and is poised to grow at a CAGR of 15% over the next 8 years. However, there are tremendous inequities in the manner in which healthcare is delivered across our vast country, and these present myriad challenges for both public and private sector healthcare delivery providers. Healthcare for all continues to be a somewhat distant dream.

### The Changing Dynamics of the Indian Healthcare Delivery Space

#### ✦ Spiraling Costs

Across developed nations, healthcare costs have grown 2% faster than GDP for 40 years, a trend which would lead most countries to spend more than 20% of GDP by 2050. The situation is alarming enough for the Gallup Chairman, Jim Clifton, to quote in the US context, "Healthcare is killing us. Healthcare costs could destroy the economy." Emerging countries like India are also at risk of replicating this dynamic as they design and build their health systems. Whilst picking up best practices they must also capture learnings from the developed healthcare systems so that costs can be contained, thereby, leading to the creation of a sustainable model.

#### ✦ Explosion of Non-Communicable diseases: Urgent Need to Avoid Looming Disaster

Increasingly unbalanced work-life schedules and changing lifestyles such as poor diet, sedentary living, smoking and high alcohol consumption, have led to an explosion of diseases such as Diabetes Type II, Cancer, Coronary Heart Disease and Obesity. India can ill-afford to have a cavalier approach in light of the W.H.O finding that two thirds of all deaths worldwide are caused by NCDs and that 80% of them are caused in emerging/under-developed countries

#### ✦ Unsustainable public deficits: A question of life and debt

At 5.9% of GDP, India's fiscal deficit is unsustainable and limits the Government's ability to ramp up spending on healthcare.

#### ✦ Demand Dynamics

Aging population: Population above age 65 is expected to double from the existing 5.5% by 2050; this will put pressure on costs as healthcare spending increases exponentially with age

Rising public expectations: Empirical data indicates that healthcare expenditures correlate strongly with rising income levels. As India becomes prosperous, the demand for and expectations of high-quality services will also rise

#### ✦ Supply Dynamics

Shortage of healthcare personnel is leading to a disproportionate increase in manpower costs

Unit costs of care continue to rise due to new therapies, drugs and technologies

New therapies and technologies focus more heavily on outcomes achieved rather than value delivered

✦ Emerging developments such as genetics, stem cells and personalized medicine are likely to raise rather than lower costs

### All This Translates into Three Major Challenges

#### ✦ Affordability

Whilst healthcare, in India, is competitively priced compared to most of the world, the fact is that majority of the population cannot afford good healthcare - expenditure on healthcare is the second major cause of indebtedness amongst the poor

#### ✦ Accessibility

Limited accessibility especially in rural areas is a major concern, with over 46% patients having to travel over 77km from small towns to seek proper medical care (70% of population have access to ~15% share of healthcare resources, 40% Hospital Beds cater to 10% Population in the Top 20 cities)

#### ✦ Standardization and Quality

Overall there is inadequate quality control & standardization in healthcare facilities as required by NABH. This is exemplified by the fact that less than 100 hospitals in India are accredited by NABH

### Three Actionable Themes to Address Opportunities & Challenges

#### o Containing Non-Communicable Diseases (NCD): Create a Healthy Nation

The size of the NCD burden in India is very high and on the increase. India has no other option but to address NCDs on a war footing. It needs an integrated and inclusive program of mitigating NCDs through:

Government action:

Regulations

- ✧ Create public/political consensus, awareness of costs and impact of unhealthy lifestyles
- ✧ Academics/Education:

Influencing/creating good habits early in life

- ✧ According centrality to individual/family health

Pharmaceutical Cos

- ✧ Become partners in good health

Healthcare Delivery organizations

- ✧ Preventive care to imbibe healthy lifestyles
- ✧ Use of technology to leapfrog inefficient delivery

Medical Equipment:

- ✧ Emphasis on appropriate rather than latest technology
- ✧ Focus on mass diagnosis/treatment

Holding Businesses accountable for contributing towards ill health (tobacco, alcohol etc.):

- ✧ Should recognize need to change over time
- ✧ Become 'allies' in creating a healthy nation

#### ✦ Affordable Healthcare delivery models:

Recent efforts have focused on developing innovative low-cost business models, designed to meet specific needs, and be able to provide services at affordable prices. Whilst some cases appear promising, the jury is still out on their efficacy and viability

Hybrid Pricing 'Wal-Mart' model: Some hospitals offer medical facilities for all patients which meet acceptable quality standards. These hospitals also offer private rooms for those who can afford better personal amenities. The upgraded rooms are priced significantly higher and offset the lower margins earned from treating the poor.

No frills Tier II/III location model: Some low-cost hospital models operate exclusively in semi-urban and rural areas by:

- ✧ Leasing out pre-existing hospitals and other buildings by refurbishing them to enable good quality delivery
- ✧ Deployment of appropriate and basic technology
- ✧ Using generic and locally manufactured low cost drugs
- ✧ Investing preferentially in services which enable high utilization of capacity such as maternity, pediatrics, general medicine and general surgery

Ring fenced specialty clinics: Some partnership approaches have focused on only a single specialty such as ophthalmology. The venture capitalist partners with eye doctors in smaller towns. The venture partner upgrades the facilities and the local doctor runs the clinic. In this model, Doctors work as business partners.

Public Health improvement initiatives: Tata Chemicals has developed a low cost water filter, which uses burnt rice husks with nano-silver as a filter for water, making it 99.8% free of harmful bacteria. Burnt rice husk is available in huge quantities in rural India, making it an easily scalable solution. Such initiatives promote the use of safe drinking water, thereby reducing the scourge of water-borne diseases

#### o Technology as the driver of innovation, efficiency and transparency:

Technology is changing the healthcare playing field by playing a critical role in:

A) Improving transparency and reach of healthcare services:

- ✦ TranspareSomncy: mHealth initiatives enable consumers to text a coded number on the packaging of medicines to verify that the product is legitimate or counterfeit
- ✦ Reach:
  - ✧ e mobile applications allow patients to research medical symptoms, connect to nearby doctors and schedule appointments
  - ✧ Technology is being used to monitor and manage critically ill patients

B) Enhancing the affordability and usage of medical devices:

- ✦ Smaller, compact and cheaper devices: Mobile phone-sized devices are being developed that can detect symptoms in a person without a needle, at a fraction of cost of imported devices
- ✦ Widespread on-the-spot adoption: In India where a chaotic road system spawns many accidents and hospitals are often hours away, the need for an inexpensive alternative vascular access is great. A Stanford-IIT Delhi team has developed a manual, simple design bone-drill which can be operated easily by emergency response personnel during accident situations
- ✦ Collaboration: Through local manufacturing and better engineering management, MIT students are looking to cut the cost of an artificial knee (in India) by two-thirds

#### The Upshot: In spite of India's Dichotomies, an Exciting Future Lies Ahead

The challenges of healthcare delivery in India are daunting both in terms of human resource and capital requirements – an additional 15.5 lakh doctors and 23.35 lakh nurses are needed to reach target ratios of 1 doctor/1000 people and 1.5 nurses/1000 people by 2025; close to \$100bn will have to be spent to reach 2.1 beds per 1000 people by 2025. However, India has a unique opportunity to leap frog into the future through innovative thinking – both in the arena of preventive health and in the use of technology as a critical enabler to expand reach into the hinterland of our vast country.

Alok Saxena  
Chairman  
CII Uttar Pradesh State Council



India, a US\$ 1.6 trillion economy is poised to become the third largest economy after US and China by 2030, reflecting tremendous opportunities and potential. With 28 states and 7 UTs, the economic landscape of the country is expected to undergo significant changes over the next few years.

Uttar Pradesh occupies a place of prominence in the Indian economy, embedded with potential and challenges it is amongst the most promising states to fulfill the anticipation of India of truly being the center of world economic power. It is one of the largest states in the country with 7.3% and 16.5% of the country's area and population respectively. However, the state's contribution to national GDP stands at only 8% which is not commensurate with its true potential. The economic growth of the state is lagging, growing at 7.3% (CAGR 2004-05 to 2010-11) as against the national average of 8.6%. Further, the state has not shown good performance on human development front, and is ranked at 18 on HDI (amongst 23 states ranked in 2011).

Given the right policy environment and a facilitating investment climate, the state has huge potential in many sectors including agriculture, food processing, skilling, IT/ITeS, tourism, textiles, leather-based and mineral-based industries.

Uttar Pradesh ranks among the top states in terms of agricultural production and is the leading producer in wheat, sugarcane and potato. Similarly, the state ranks second and third in vegetable and fruit production. In order to tap its agro potential, the state has established agri-export zones at various locations. Moreover, integrated agro/food processing zones and modern terminal market are proposed.

To cater to the demand for industrial infrastructure, the state has 15 industrial areas, 12 specialised parks, 4 growth centres, Industrial Infrastructure Development Centres (IIDC) and 21 notified Special Economic Zones (SEZ) (as of August 2011). The state has also emerged as a key hub for IT/ITeS industries and ranks fourth in terms of software exports. With proposed 40 IT/ITeS parks (apart from IT SEZs) the state looks further to expand information technology potential.

Like for other states inadequate infrastructure is a critical bottleneck. However, due to the land locked nature of the state, some of these challenges are more pronounced. The proposed infrastructure projects like Delhi Mumbai Industrial Corridor (DMIC) & Eastern and Western Dedicated Freight Corridors (DFCs) are a step in that direction. Dadri in Uttar Pradesh will be the junction point of Eastern & Western DFCs and DMIC.

Uttar Pradesh, home to Taj Mahal, offers tremendous opportunities and potential in tourism sector. Also, state is well known for its Hindu & Buddhist pilgrimages. The state received 19.6% of domestic and 9.4% of foreign tourists visiting India during 2010.

Demographic dividend is another area of opportunity. If we are able to build on this opportunity, state may become skilled and semi skilled workforce supplier of the country. As per population projections for

2021 the state will account for 23% of the incremental increase in total population of the country in 2021 while within the working age group of 15-59 years the state's share will be 21.9%.

CII's Policy Engagement with the State Government

With the new government in the state, there are enormous hopes and aspirations for developmental turnaround in the state. The government's keenness to establish the right policy framework has been very encouraging and industry is enthused with the recent announcements of the draft policies by the government.

CII has been engaging with the State Government at the highest levels. Two senior delegations of CII led by Mr Adi Godrej, President CII and Mr Malvinder Mohan Singh, Chairman CII Northern region respectively, have interacted with the Chief Minister of the State. We have formed working groups with State Government on Power & Renewable Energy, Skill Development, Branding Uttar Pradesh & MSME, Agriculture & Food Processing, Industrial Policy, Infrastructure, Healthcare and Information Technology.

Further, CII would like to involve more proactively in facilitating business & enterprise in the state. Also, CII would work with the Government towards building 'Brand UP'.

We are confident that in the coming days Uttar Pradesh would emerge as one of the most sought after investment destinations.

#### CII Recommendations on Draft Food Processing Policy 2012

- ✦ Post approval from any Government Agency – State or Centre, allow sub-leasing of land to other units in Food Park
- ✦ Allow direct procurement of raw materials by units in Food Park
- ✦ Financial assistance of Rs 5 crore or 35% of project cost to promoters
- ✦ Exempt VAT on machineries, packaging materials supplied & products manufactured in Mega Food Zone
- ✦ Establish PPP across supply chain
- ✦ Implement Model APMC Act
- ✦ 15% transport subsidy on export of perishable goods upto Rs 5 lakh p.a. for 5 years
- ✦ Treat existing units undergoing expansion / diversification / technological upgradation as new units for concessions & facility
- ✦ Extend deduction u/s 80IB (11A) to existing units in processing, preserving, packaging of fruits & vegetables
- ✦ Exempt Stamp Duty & Registration charges

#### CII Recommendations on Draft Infrastructure, Industrial & Services Sector Policy 2012

Industry is vital for overall development of the state to promote investments. CII believes that Uttar Pradesh has tremendous industrial potential and is working with the state to leverage it. Government of Uttar Pradesh aims to target a growth rate of 10% and to make the state the most sought-after investment destination in the country. In this context, CII has provided suggestions and recommendations to state's first Infrastructure, Industrial and Service Sector Investment Policy 2012.

## I. Infrastructure

### Roads & Transportation

- + Form SPV for maintenance of infrastructure in industrial areas
- + 6 laning of Chinhat Deva Road from Matiyari to Indra Canal
- + Transport Nagar on Faizabad Road
- + Port infrastructure & basic material handling equipment at dry ports

### Power

- + Input credit on VAT amount on diesel purchased by manufacturing industries
- + Commission new 132/220 KVA sub-stations in industrial areas
- + Streamline power wheeling & implement Open Access policy
- + Subsidy to industrial plants investing in roof top solar power units for self use

## II. Financial Grants & Incentives

- + Remove Entry Tax on material/capital goods procured
- + Rationalise VAT rates
- + Concessional VAT to local industry buying equipment from UP based industries
- + Purchase preference for government institutions to meet their needs from UP based industries
- + VAT surrender currently at 4% to be at par with concessional CST rate
- + Re-introduce 'conversion of VAT liability into a soft loan to be repaid at a later date'
- + Allow lease of land to own subsidiaries for industrial activities
- + Threshold limit for Mega Units can be reduced to Rs 200 crores initially
- + Transition arrangement for investments as per the earlier policies

## III. Regularization

- + Time bound Single window clearances

### Pollution Norms

- + Online procedure for NOC application, assessment & payment
- + Zero discharge' condition to not be applicable for storm water

discharge for all industries

- + Consents and authorizations to be issued in a prescribed time from date of application

## IV. Export Promotion

- + Extend Interest Free Loan scheme proposed in clause 4.7 of the Draft Policy to attract new Export oriented industries
- + Electronic Data Interchange at Dry Ports

## V. Land Reforms: inclusion of the following provisions in the Land Acquisition Bill

- + Expand clause of "public purpose" to empower the state to acquire land for potential use by private sector led industrial, commercial or institutional purposes
- + Update, digitize & zoning of land records
- + Set up State Land Bank Corporations

### CII Recommendations on Draft Uttar Pradesh Solar Power Policy

Adequate power is the key to all economic activity and an important factor influencing growth of the industrial sector of the state. With an ever growing need for energy, the state is foraying towards harnessing of solar energy. The preamble of the proposed Uttar Pradesh Solar Policy 2011 targets a capacity addition of 1,000 MW by 2020 but there is a need to have a clear road map for materializing such capacity addition. At CII, we are actively involved in stakeholder discussions and deliberations to assemble the industry feedback on renewable energy, and closely working with the respective government departments.

- + Target 200 MW capacity additions in off grid & rural micro grid categories
- + Implement solar radiation measurement program
- + Augment transmission infrastructure
- + Automatic exemption from land ceiling act for purchase of land
- + 100% stamp duty waiver on purchase of land by solar project developers
- + Adopt 3 tier payment security mechanism

# reaching out



## Webinar on "Understanding Affirmative Action and why is it important for industry"

29 June, New Delhi

CII Northern Region organised a Webinar on "Understanding Affirmative Action and why is it important for industry" to spread awareness and to facilitate greater inclusion of all sections of society in the workplace and to encourage CII members to take affirmative action in education and employment opportunities for weaker sections of the society. Mr Ashok Bharti, Chairman of National Confederation of Dalit Organisations (NACDOR) and International Commission for Dalit Rights, USA addressed the members.



## Awareness session on Pulmonary Tuberculosis

6 June, Ludhiana

An awareness session on Pulmonary Tuberculosis for factory workers & employees was organized at Forex Fasteners Ltd, Ludhiana. Reputed and Experienced medical professionals from SPS Apollo Hospital, Ludhiana shared the causes and preventive measures of the disease.

## Voluntary Blood Donation Camp

14 Jun, Lucknow & Haridwar

Confederation of Indian Industry, UP State Council as part of its corporate social responsibility organized a Blood Donation Camp in association with TATA Motors, Lucknow and Voluntary Blood Donors Society in Lucknow and another in association with Akums Drugs & Pharmaceuticals Ltd., Himalayan Institute Hospital Trust (Jollygrant) and Indian Blood Cross Society at SIDCUL, Haridwar.

*Blood Donation Camp in Progress*



## Drug De-addiction Session

4 July, Village Humbran

The session was organised primarily for the youth and residents from the village. Dr Rajesh Thapar shared the harmful effects of using drugs and the importance of leading a healthy drug free life.

*Session in progress*



3 August, Baddi

Reiterating its commitment to nurture ethical business prospects among the industry fraternity, CII HP State Council organised the second edition of conference on Corporate Social Responsibility.

Mr Kishan Kapoor, Minister for Industry, Govt of Himachal Pradesh, appealed to the industry captains to adhere to ethical business practices and also to take along other stakeholders of the society which will ultimately lead to overall development as well as increased profitability both to the industry as well as the society.

## Ability 2012 : Jobs to Disabled



17 August, Chandigarh

Around 30 disabled candidates were shortlisted on the spot by various companies which participated in Ability 2012, a job fair organised jointly by CII and National Institute for Technical Teachers' Training and Research (NITTR) at the NITTR premises in Chandigarh. It was specifically organised to open new doors of employment for the differently abled candidates and help them earn a livelihood. The disability information contact line for Punjab-Chandigarh telecom circle was also inaugurated on the occasion. The line (0172 2790427-8) would apprise disabled candidates on various facilities and their rights, and schemes of Punjab government and the Central government available to them.

# sustainability



## Tree plantation drive

5 June, Lucknow

On the occasion of the World Environment Day, a tree plantation drive was initiated by CII UP Office as a part of the initiative towards green and healthy environment.

## Workshop on Incorporating Ecosystem Services in National Accounting

31 May, Dehradun

Green Bonus has been a long standing demand of the Hill States. While there is in general acceptance of the principle & rationale for Green Bonus, there is no comprehensive mechanism available for quantifying the same.

## 4th Environment Summit

31 May, Dehradun

CII-UCOST Environment Summit was held with the theme as "Sustainable Technologies for Inclusive Growth". The Chief Guest was Dr R S Tolia, Former Chief Secretary, Government of Uttarakhand. Dr Tolia felt that the challenges of environment and development need to be addressed so that the hill states can achieve their developmental aspirations. On the occasion an exhibition on "Environmental Concerns" by Mr Aloke Lal was also organized.

22 June, Mohali

CII Punjab and Centre for Development of Advanced Computing, (CDAC) jointly launched a Clean & green Drive, with the objective of making Punjab a Cleaner and Greener State. The Drive consisted of 2 components, a tree plantation drive and the setting up of an e-waste collection center at CDAC.

This was the first such e-waste collection center in Mohali and the 15th in the Chandigarh Tricity Area, established under the aegis of the CII-Yi Chandigarh Tricity Chapter. These collection centers serve as a conduit for collection and proper disposal of e waste most of which is recyclable.

The tree plantation drive is an initiative of CII to support the Government of Punjab's efforts for greening of Punjab with industry partnership. CII Punjab members would plant over 20,000 saplings this year under this initiative in Punjab.



E-waste collection point launched at CDAC Mohali

## Workshop on Climate Change and Disaster Risk Reduction

13 June, Bandipora, Kashmir

A one day workshop on "Climate Change and Disaster Risk Reduction" was organised at the remote village of Kashmir called Bandipora.

Mr. Mubashir – a disaster specialist trainer, delivered a lecture on "climate change education for disaster risk reduction".



Mock Drill in progress



Prof Abdul Waheed Wani, Senior Environmentalist and Researcher, Dept of Environmental Sciences, University of Kashmir interacting with the students

## Awareness Session on Eco Tourism

15 June, Srinagar

Yi Srinagar Chapter organized a special program on Eco tourism at Institute of Hotel Management, Rajbagh, Srinagar on the eve World Environment Day. The idea of was to highlight the efforts required to put Environment as one of the top priorities in life. Professor GM Tak, Department of Environmental Sciences, University of Kashmir said that Environment is the most precious gift and unfortunately our generation is not prioritizing the beauty of Nature in its true sense.

## Session on Sustainable Development & Competitive Advantage

22 June, Chandigarh

"It's not governments, but industries that will push the agenda for a more sustainable development," said Prof Jeremy Williams, an ecological economist and Chief Academic Officer of the Singapore-based Knowledge Universe, while addressing an exclusive session on Sustainable Development & Competitive Advantage: What Businesses Need to Know to Succeed in A Globalised Economy organised by Confederation of Indian Industry (CII) Chandigarh Council.



Sally May Tan, Sameer Goel, Jeremy Williams and Swapna Pawar at the session in Chandigarh

## Meeting with Dept of Urban Planning

7 August, Chandigarh

Ms Sumit Kaur, Chief Architect, Department of Urban Planning, Chandigarh Administration, mentioned that the new UT Secretariat building is due for execution from the past five years. Chandigarh Administration is conceiving the project as a green building project. They would like to seek the assistance of IGBC in the design and construction of this green building. They are also developing a Climate Change Code for entire Chandigarh.

## Awareness Session on Green Buildings

6 August, Chandigarh

This session was organised for the faculty and students of Chandigarh College of Architecture. It spread knowledge on green buildings and green building rating systems to promote such buildings in the future.

## National Conference on Renewable Energy

27 July, Jaipur

CII Rajasthan organised the 3rd National Conference on Renewable Energy & Climate Change. Ms Margaret Alva, Governor of Rajasthan, was the Chief Guest and Dr Jitendra Singh, Minister for Energy, Govt of Rajasthan, was the Guest Of Honour. Mr S Raghupathy, Executive Director, CII Sohrabji Godrej Green Business Centre; and Mr Mukund Vasudevan, Chairman-CII Northern Region Committee on Water and Managing Director, Pentair Water India; were also present at the inaugural session.



Speakers of the inaugural session standing for the national anthem during the conference



An expert addressing delegates at the workshop

## Energy Saving Techniques for Manufacturing Units

13 July, Rudrapur

This one-day training programme focused on energy conservation which gains importance on multiple fronts -- managing the energy demand-supply scenario at the state level, enhancing the competitiveness of the industry by helping them reduce costs, and cutting GHG emissions. The programme focused on developing knowledge on the techniques for effective energy management and increased profitability.



Mr Sachin Sharma, Executive, CII Uttarakhand, receiving a memento from Mr Sundeep Srivastav, Senior Project Manager, CMS Vatavaran

## Biodiversity Film Festival & Forum

30 July-1 August, Dehradun

CMS Environment & Forest Department of Uttarakhand organised Dehradun CMS Vatavaran Biodiversity Film Festival for spreading awareness on environment conservation. CII Uttarakhand was the Programme Partner, supporting the initiative by screening award-winning environmental films in two corporates for spreading awareness among industrial employees. The first screening was organised on 31 July at Titan Industries, Dehradun, and the second screening was organised on 1 August at Marico Industries, Selaqui, Dehradun.

# building people



## Interaction with Grandmaster Viswanathan Anand

17 July, Chandigarh

Grandmaster Viswanathan Anand addressed a session on Strategies in Tough Times: Lessons in Chess, organised by CII Chandigarh Council. Addressing a gathering of industrialists, Anand talked about his journey in chess and how he managed to overcome hurdles. Giving credit to his family, Anand said during times of slump in his form, it was his determination, family support and consistency that carried him through. "When we avoid addressing problems, we tend to become weak, and more importantly, others get to know that we are struggling."



## Interaction with Prof R P Yadav, Vice Chancellor, Rajasthan Technical University

28 June, Jaipur

Rajasthan has more than 150 engineering and management institutions. There are many issues pertaining to course curriculum, examination dates, faculty profiles, fees raised by institutions time to time. Against this backdrop CII Rajasthan organised an interaction of institution members with Vice Chancellor, Rajasthan Technical University, Prof R P Yadav.

*Members interacting with Prof R P Yadav, Vice Chancellor, Rajasthan Technical University*



## Workshop for ITIs transformation

4 July, Nalagarh Fort, Himachal Pradesh

Confederation of Indian Industry, Northern Region in association with Directorate General of Employment & Training (DGET) Ministry of Labour and Employment Government of India and Department of Technical Education, Government of Himachal Pradesh organised a State level ITI Workshop to sensitize the principals and IMC members of 33 State Level ITIs of Himachal on 'Upgradation of Govt. ITIs under Public Private Partnership Scheme' and its implementation process. The 4 ITIs of Himachal shared the best practices and success story of their achievements.



*The workshop for ITIs at Nalagarh Fort*

## Workshop on Selling & Negotiation Skills

20 June, Noida

CII Western U.P organised a Workshop on Selling & Negotiation Skills focussing on six steps in selling, five facts about you and your customers, four cues for better communication, six practical pointers for selling well and how to handle the customer sales objections. The session was conducted by Mr Vijay Michihito Batra from Think Inc.

## Session on Skill Gaps in Tricity

25 May, Chandigarh

The initiative of Skill Gap Analysis aims to capture a snapshot of the scenario of skills in Chandigarh, Mohali & Panchkula to plan & decide upon its future course of action. It aims at understanding the scenario of skills availability & requirement within the tricity.

*Mr V K Singh, Finance Secretary, Chandigarh Administration, reviewing the Skill Gap Analysis Report*



## Workshop on How to be a Star Performer

20 July, Chandigarh

In order to change life at work to help employees gain more control over their career trajectory and to help them perform in their field as an eye-popping top producer, CII HP State Council organised a workshop on How to be a Star Performer – Unleash the Star Within conducted by Mr Tapas Das Mohapatra.

*Participants during the workshop*



## Education Excellence Programmes

18-19 July, Ludhiana

6-7 August, Lucknow

The CII Northern Region, in collaboration with CII Institute of Quality Bangalore and in association with Tata Consultancy Services & Tata Class Edge, organised a two-day workshops on Education Excellence for School Leadership Team in Lucknow & Ludhiana.



*Participants during the session*



# enhancing competitiveness

## HR Study Mission to Bengaluru

28-29 June, Bengaluru

In keeping with the Confederation's initiative to share best practices, CII J&K state office organized a two day HR study mission to Bengaluru

The two-day Mission visited three organisations that have adopted the best HR Practices – Infosys Ltd, 3M Indian Ltd and Bosch Ltd. Various CII Members from all across the country participated in the study mission.

*Mission delegates during HR Study Mission at Infosys Ltd, Bengaluru*



## Education & Skill Development Mission to UK

27-31 May, UK

CII Rajasthan took a mission on Education and Skill Development for the first time to a country like UK. It was a four day mission led by Mr Anand Singhal, Convenor – Panel on Education and Skill Development.

The delegates attended important meetings and Education and Skill Development Conference organised by Indian High Commission on 28 May 2012. They also benefitted from the one to one meetings with important Universities and institutions including University College London, Kings College, Queen Marry College, College of Law, Chelsea College, Prospects College, Anglia University, Brunel University, Goldsmith University, etc.



*Mission Delegates during Education & Skill Development Mission to UK*



*Delegates outside the Mahindra plant in Pantnagar*

## Manufacturing Excellence Mission

7 & 8 June, Pantnagar

Confederation of Indian Industry (CII), Uttarakhand State Council took a 17 member industry delegation to TATA Motors Ltd, Mahindra & Mahindra Ltd, Minda Corporation Ltd and Delphi- TVS Diesel Systems Ltd, Pantnagar. The key objective of this learning mission was to learn the best manufacturing practices these companies have adopted which make them leaders in their respective areas of work.

## CII Workshop on Effective Implementation of QC Circles

1 June, Chandigarh

“Quality movement has been gaining strength in north India and Quality Circles play a very important role involving a cross section of employees in any organisation for improving quality through the exchange of ideas and views and sharing of experiences, said Mr B N Saxena, Management Consultant and Former Quality Head, BHEL, Haridwar.



Mr B N Saxena addressing the participants at the Workshop on Effective Implementation of QC Circles

## Leadership & Team Building Workshop

29 May, Chandigarh

Leadership, teamwork and making a positive difference in the lives of others was the focus of the Leadership and Team Building Workshop organised by CII-NR. A dynamic presentation was made by renowned youth Speaker / Corporate Trainer, Mr Vijay Batra.

## Session on IPR Enforcement—Best Practices

13 June

In order to tackle the rising global threat of counterfeiting and piracy, CII Punjab organized an Interactive Session with Police Officials on Intellectual Property Rights (IPR) Enforcement - Best Practices. The objective is to develop a prolonged partnership between the right holders and the enforcement agencies.

Police officials at the IPR Enforcement session



## Workshop on Challenging Conversations



Participants at the Workshop on Challenging Conversations

29 June, Chandigarh

Confederation of Indian Industry (CII) Chandigarh Council organised a Workshop on Challenging Conversations to deepen competence, commitment to manage challenging conversations. Ms Vandana Jain, National Business Head of Blanchard Research and Training India said “Leadership is an influence process and handling your communications effectively and honestly will determine the real success of organisations of today.

## Session on Entrepreneurship Development



Students and Industry members attending the session

18 July, Udhampur

Taking forward the agenda of skilling and employability of the youth, CII J&K State Council, in collaboration with J&K Entrepreneurship Development Institute (JKEDI), conducted a half-day awareness session on Entrepreneurship Development for students of ITI in Udhampur. Mr Rakesh Jamwal, Chief Planning Officer, Udhampur, was the chief guest.



## HIMACHAL PRADESH



### Conference on Concrete Roads

23 June, Shimla

*Improving Connectivity for Access, Inclusion & Growth*

CII HP State Council organised a Conference on Concrete Roads to deliberate, learn and share the latest techniques and best practices in the construction of concrete roads. "Roads are the only mode to deliver goods and services in HP and all avenues in terms of models and technologies must be explored to improve connectivity of the state" said Mr Sudripta Roy, Chief Secretary, Government of Himachal Pradesh while speaking at the

*Experts the Conference on Concrete Roads*



### Seminar on Fruit and Vegetable Processing

20–21 July, Mandi

CII, along with Department of Industries, Govt of Himachal Pradesh, organised a two-day seminar on fruit and vegetable processing. Mr Kishan Kapoor, Minister for Industry, Govt of Himachal Pradesh, was the chief guest for the programme. The programme reviewed the performance of the food processing sector in the state and focused on the development of the food processing industry in and around Mandi. The programme also featured a live demonstration of the making of jam, vinegar and lemon squash. Around 100 participants benefitted.

## PUNJAB



### Session on preventing hand injuries to workers

13 July, Ludhiana

CII Ludhiana organised an awareness session on hand injuries for factory workers, in association with SPS Apollo Hospital Ludhiana, at Aarti Steels Limited, (Phase IV) Ludhiana. A senior plastic surgeon from SPS Apollo Hospital was the key speaker who demonstrated various ways of preventing floor injuries, with first aid provided to the injured, immediate safety measures, and precautions to avoid amputation in case of a major mishap.

### Session on Building World Class Organisations

21 July, Amritsar

CII, in its continuous effort to assist enterprises gain competitive advantage, organised this one-day workshop, which was attended by representatives from most sectors of the industry.



*Session on Building World Class Organisations underway*



Meeting with Mr C K Mathew, Chief Secretary, Government of Rajasthan

21 May

This meeting aimed at upscaling the skill development efforts in Rajasthan. Also present were 15 senior government officials, principal secretaries of various departments. Mr Dileep Baid, Chairman CII Rajasthan State Council stressed on setting up sector specific skill centres in Rajasthan.

Training programme on 'Leading the Ways to Success'

30 July-1 August, Jodhpur

CII Rajasthan organised a series of seminars on Leading the Way to Success for doctors, nursing staff, ward boys and other staff of Mathura Das Mathur Hospital at Jodhpur as part of CSR activity. The series was organised in six batches of 3-4 hours each, with two batches each day, comprising a total of approximately 450 doctors, nurses, ward boys and support staff. One special session for new entrants of medical college was also organised on the last day. Mr Tapas Dasmohapatra from Possiblers, New Delhi, was the resource person for the training programme.



Participants at the training programme in Jodhpur



JAMMU & KASHMIR

Interaction with Mr Nayeem Ullah, President A&AP, J&K Bank Ltd

16 June, Srinagar

Mr Waseem Trumboo, Chairman, CII J&K State Council called on Mr Nayeem Ullah, President A&AP, J&K Bank Ltd. He advocated for J&K bank's participation at the CII Bi Annual Agriculture event at Chandigarh Agrotech 2012 for branding Kashmir. Mr Asif Iqbal Burza, Director Ahad Hotels and Resorts Pvt Ltd suggested that the bank should calculate the working capital on total turnover and not on F&B basis. As a matter of concern he also requested for upgrading POS (Point of Sales) machines as they fail to support major international credit cards like Amex etc.



CII delegation interacting with Mr Nayeem Ullah, President A&AP, J&K Bank Ltd

Meeting with J&K Finance Minister

19 July, Srinagar

A CII delegation led by Mr Waseem Trumboo, Chairman CII J&K State Council, called on Mr Abdul Rahim Rather, Finance Minister, Govt of J&K. The chairman updated the finance minister about the activities CII has been engaged with in the state. He said that under the CSR initiative, CII has actively shared the responsibility of developmental works, which include infrastructure building in Leh, skill initiatives for the youth under Project Udaan, and disaster management training programmes in earthquake vulnerable areas.

Dinner meeting with J & K Chief Secretary

25 July, Srinagar

The Chief Secretary Mr Madav Lal, along with other government officials, had a healthy interaction with CII members and assured them full support and cooperation from the Govt of J&K in resolving their key issues.

Madav Lal, Chief Secretary, Govt of J&K, interacting with CII members





*Shiv Charan Lal Sharma addressing the delegates at the conference*

Conference on Industrial Relations  
Understanding the Dynamics

*29 June, Gurgaon*

CII Haryana State Council organized a Conference on Industrial Relations at Gurgaon. This conference was a part of long term initiative to build an atmosphere of trust and goodwill that would ensure healthy industrial relations which is crucial for sustaining the growth of our industries and economy.

The Chief Guest for the Conference, Mr Shiv Charan Lal Sharma, Minister of State – Labour & Employment (Independent), Information, Public Relations & Cultural Affairs, Government of Haryana said that Industry today needs to behave like mature parents who take care of their children and support and mentor them through their experiences.



Interaction with Mr Ashok Tanwar, MP, Sirsa

*18 July, New Delhi*

CII Haryana, comprising senior industry leaders, met Mr Ashok Tanwar, Member of Parliament from Sirsa. The meet was organised to reinforce CII's focus on better infrastructure, power and skill development to ensure a conducive environment for robust industrial growth in the state. Mr Anmol Jain, Chairman, CII Haryana State Council and Senior Executive Director, Lumax Industries Ltd, briefed the parliamentarians on various CII initiatives on critical issues pertaining to social initiatives, governance, tax reforms and skill development.



Meeting with Ms Prerna Puri, Secretary - Information Technology, Chandigarh Administration

*13 June, 14 June & 6 July, Chandigarh*

CII delegation met Ms Prerna Puri, Secretary – Information Technology, Chandigarh Administration to deliberate upon issues related to the growth of IT/ITES industry in Chandigarh. Suggestions including providing space to Local Entrepreneurs in RGCTP; operationalising of the Entrepreneur Development Centre (EDC) in Chandigarh. Single Window System for Companies allotted space in RGCTP as also the services to be covered were discussed.

First Meeting of the CII Chandigarh City Task Force

*25 May, Chandigarh*

Call to include Panchkula and Mohali for integrated urban development; CII Chandigarh organised the meeting of a group of about 30 prominent citizens of Chandigarh to constitute a task force that will act as a pressure group to improve the quality of life in the tricity and its peripheral towns and villages.

The city task force would be steered by RM Khanna, Past Chairman, CII Northern Region. Comprising three special groups -- to be headed by Gen VP Malik, former Chief of Army Staff; Retd Justice SS Sodhi, former Chief Justice of Allahabad High Court; and Rajan Kashyap, former Chief Secretary of Punjab, the task force would prepare approach and action plans, which would be taken up with the governments concerned for implementation. The three groups would focus on Greater Chandigarh Region, Civic Capital, and Master Plan of Chandigarh-2031.



*Chandigarh City Task Force Meeting in progress*

## Interaction with MC Commissioner

6 July, Chandigarh

Mr Vivek Pratap Singh, Municipal Commissioner of Chandigarh, interacted with CII Chandigarh members. The members raised the issues of rehabilitation of people in slum areas, water logging problem during monsoons, parking chaos, and the problem created by hawkers in Sector 17, Chandigarh. Mr Singh assured the members that the issues would be acted upon at the earliest by the Municipal Corporation.



Parul Pandey, Chairperson, Yi Chandigarh Tricity Chapter, Vivek Pratap Singh, Commissioner, MC Chandigarh, Sameer Goel, Chairman, CII Chandigarh; and Man Mohan Singh Kohli, Vice-Chairman, CII Chandigarh, during the interaction.

## Meeting with KK Sharma, Advisor to the Administrator, Chandigarh

16 August, Chandigarh

During this meeting, A conference to build Brand Chandigarh and to facilitate business development for the companies in the Chandigarh region was contemplated. Vijoy Kumar Singh, Finance Secretary, Chandigarh Administration; Ms Prerna Puri, Secretary – IT, Chandigarh Administration and Ms Tanvi Garg, Director – IT, Chandigarh Administration were also present at the meeting.

## Operationalising Entrepreneur Development Centre (EDC) in Chandigarh

14 June, Chandigarh

CII Chandigarh organised a Meeting with Ms Prerna Puri, Secretary - Information Technology, Chandigarh Administration to operationalise the Entrepreneur Development Centre (EDC) in Chandigarh. Various models for incubating and supporting entrepreneurs were discussed at the meeting. Ms Puri assured that EDC would be made functional as a top priority.

## Meeting with Anil Kumar, HS, Chandigarh

9 July, Chandigarh

CII Chandigarh Chairman, Mr Sameer Goel called upon Mr Anil Kumar, Home Secretary-cum-Secretary (Industries), Chandigarh Administration, to take up the issues of concern to the industry in Chandigarh. Mr Goel advocated implementation of the MSMED Act in Chandigarh at the earliest. Infrastructure related issues and the need for facilitating business development were also taken up at the meeting.

## Meeting with Air Cmde Suresh Singh

9 July, Chandigarh

Mr Sameer Goel, Chairman, CII Chandigarh Council, called upon Air Cmde Suresh Singh, VSM, Air Force Commanding, to discuss the business opportunities that could be thrown up by 3 Base Repair Depot to the industry in Chandigarh region under the indigenisation of repair and maintenance work being carried out by the IAF in Chandigarh. Air Cmde Suresh Singh emphasised that during the overhaul of aero-engines/aircraft, specific items for indigenisation include various types of fabric for covering wings, fuselage, control surfaces, PTFE materials for application in rubber hoses, metallic pipes or electrical cables, other rubber items etc are required.



## UTTARAKHAND

### Meeting with Principal Secretary, Industries Development, Uttarakhand

11 July, 3 & 6 August, Dehradun

A CII delegation led by Mr Rakesh C Aggarwal, Chairman, Uttarakhand State Council, met Mr Rakesh Sharma, Principal Secretary, Industrial Development, Government of Uttarakhand. The agenda discussed in the meeting was review of minimum wages and connectivity issues in the context of Kanwads.

### Meeting with Uttarakhand Governor

16 July, Dehradun

A CII delegation led by Mr Rakesh C Aggarwal, Chairman, CII Uttarakhand State Council, called on Dr Aziz Qureshi, Governor of Uttarakhand, to discuss various issues related to the development of the state. The delegation discussed key policy issues, including revision of Industrial Policy 2003 and Tourism Policy 2001, and Enactment of the Industries Facilitation Act for proving a regulatory framework to the Single Window System in the state.



### Interactive session with Excise officials

4 August, Dehradun

CII in association with Department of Customs, Central Excise and Service Tax, Institute of Chartered Accountants of India (ICAI), and Industries Association of Uttarakhand (IAU), organised a session on New Provisions in Service Tax – Compliance Awareness. Various aspects related to the service taxes were discussed and queries of the audience were answered by the experts.

# YI

## Young Indians

Awareness Session on Yi Jaipur Chapter

5 July

An interactive session with Mr D Thulasiraj, National Head – Yi was organised to make the participants understand the purpose, scope and functioning of the Young Indians. The participants showed keen interest in the activities of Yi and in the upcoming Jaipur Chapter.



Mr D Thulasiraj, National Head – Yi, during the Interactive Session on Young Indians (Yi) Jaipur Chapter

### Learning Mission to Water Treatment Plant, Delhi Jal Board

5 June

CII-Yi Delhi Chapter celebrated “World Environment Day” by organising Learning Mission to Water Treatment Plant of Delhi Jal Board to understand how Water Treatment Plant produces safe and potable drinking water and the best practices that Delhi Jal Board follows towards protecting the environment.



Yi Learning Mission at Delhi Jal Board

### Yi Delhi's Interaction with members of Yunnan Youth Federation



14 June, New Delhi

Yunnan Youth Federation is a member of All-China Youth Federation. It is a federation integrating different youth groups anchored by China Communist Youth Leagues; YYF holds seventeen divisions including science and technology, education, agriculture, social science, economy, finance, politics, culture and arts, press and publication, sports, health and medicine, social agency, religion, overseas scholars and overseas Chinese, public administration, teenage works.

Yi Delhi members with Yunnan Youth Federation

### Yi Chandigarh : Movie Fundraiser - Ek Tha Tiger



15 Aug, PVR : Chandigarh

Yi Chandigarh Tricity chapter organized a fundraiser event to celebrate the “Independence Day” on 15th August 2012.

The fundraiser was a huge success. A total of 175 people came forward and supported this initiative. Individuals and corporates participated in the initiative. Yi Chandigarh managed to raise Rs. 45,000/- excluding all the expenses.

The funds raised will be utilized for the Yi ViVidha project.

# exploring horizons



## Business Session on Hamriyah: A Top Destination for Doing Business in the Arab and Africa Region



20 June, Lucknow; 22 June, Gurgaon; 18 June, Chandigarh

CII UP, Chandigarh & Haryana State Councils organised exclusive Business Sessions on Hamriyah: A Top Destination for Doing Business in the Arab and Africa Region in their respective locations.

*Saud Al Mazrouee, Director, Commercial Affairs, Hamriyah Free Zone, addressing the delegates*

*"In the last 4 months of 2011, out of the 493 companies that have started their operations in HFZ, which is strategically located, connecting 3 continents, 38% (190) are Indian".*

- Mr Saud Al Mazrouee,  
Director of Commercial Affairs, Hamriyah Free Zone Authority

## Seminar on Tourism, Trade and Investment Opportunity in Nepal

16 May, Dehradun

Confederation of Indian Industry (CII), Uttarakhand organized a Seminar on Tourism, Trade and Investment Opportunities in Nepal focussing on areas of mutual cooperation and business and investment opportunities between the two countries.

Mr K N Adhikari, Charge' d'Affaires, Embassy of Nepal, shared the areas wherein economic synergy can be created and cultivated amongst the two nations. He also stressed that the best way to strengthen the age old relationship is to move the focus from just political and security issues to real economic ties.



*Session on Tourism & Investment Opportunities in Nepal underway in Dehradun*



## Confederation of Indian Industry Northern Region

### Forthcoming Trade Fairs in 2012 – 13

S. No.	Date	Event	Venue
1.	26 - 30 September 2012	Thailand Trade Exhibition	Himachal Bhawan, Sector 28 B, Chandigarh
2.	26 - 28 October 2012	Destination Punjab	Govt. College for Women, Ludhiana
3.	1 - 4 November 2012	CII Ludhiana Fair	Govt. College for Women, Ludhiana
4.	7 - 11 November 2012	CII Chandigarh Fair	Parade Ground, Sector 17, Chandigarh
5.	8 - 11 November 2012	CII Jammu carnival	Hotel Jehlum Resorts, Jammu,
6.	16 - 18 November 2012	Realcon	Parade Ground, Sector 17, Chandigarh
7.	1 - 4 December 2012	Agro Tech	Parade Ground, Sector 17, Chandigarh
8.	15 - 18 December 2012	CeraGlass India	EPIP, Sitapur Industrial Area, Jaipur
9.	18 - 21 January 2013	Industrial Expo	IIE, SIDCUL, Haridwar
10.	February 2013	Arogya	Jodhpur
11.	February 2013	Made in Indonesia	Himachal Bhawan, Sector 28 B, Chandigarh

**For Stall Bookings and Sponsorship Options, please contact us**

#### Trade Fair Department

#### Confederation of Indian Industry

Northern Region Headquarters, Sector 31 – A, Chandigarh (India)

**Phone:** +91-172-5022522, 2607228 **Fax:** +91-172-2606259; **Mobile:** +91-98153 09727

**Email:** tradefairs.nr@cii.in **Website:** www.cii.in



Confederation of Indian Industry



**invest  
north**

A Conclave to showcase  
Investment Opportunities  
in Northern States

3 - 4 November 2012 : The Westin, Gurgaon, India

### PLATFORM FOR

- Understanding the investment climate in India and the northern states
- Engaging with the state governments and central agencies
- Forging new partnerships and exploring business and investment opportunities

### NETWORKING EVENTS

- B2G and B2B meetings
- One to one meetings

### SESSIONS WITH

- State Chief Ministers
- Union Ministers and Young MPs
- International Business Delegations

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# teleboard

## In North, only Delhi, Rajasthan likely to meet power demand in 2016: CII *CII launches initiative to revive investments in North*

TRIBUNE NEWS SERVICE

Jammu & Kashmir have witnessed a rise in energy deficit by the end of the 12th Plan.

Chandigarh, August 17

### CII-Yi collects 800-kg e-waste in City Beautiful

CHANDIGARH: To mark the

## Panel of prominent citizens to focus on tricity's upkeep

THE TASK FORCE WOULD PREPARE APPROACH AND ACTION PLANS, WHICH WOULD BE TAKEN UP WITH THE GOVERNMENTS CONCERNED FOR IMPLEMENTATION

FW BUREAU  
Chandigarh, May 25

A group of about 30 prominent citizens of Chandigarh met at the premises of the Confederation of Indian Industry (CII)'s Northern Region office here today to constitute a task force to

prepare approach and action plans, which would be taken up with the governments concerned for implementation.

The three groups would focus on



preservation of the environment and the city's original masterplan, and the rapidly changing character of a fast-growing urban agglomeration.

The task force would aim at

the task force and think tank, R M Khanna said, "Chandigarh not just represents an open hand but also an open heart. Our city is not only well-planned and one of the finest cities in the world to live in because of its serene environs and wonderful infrastructure, but also immensely vibrant and welcoming to people from



Industry vice-president and DCM Shriram Consolidated S. Shriram, head of Invest North 2012, (L) and CII Northern Healthcare executive chairman Malvinder Mohan Singh at a conference in New Delhi on Friday. — Tribune photo

## CII HOLDS CONCLAVE ON INNOVATION

CHANDIGARH: The Confederation

## CII 'Invest North' summit to showcase 8 States

Our Bureau  
New Delhi, July 20

A summit 'Invest North' to show-case the investment potential of eight States will be held in the National Capital Region from November 3-4.

Unveiling the summit here on Friday, Mr Ajay S. Shriram, Vice-President, CII, Chairman, Invest North 2012, and Chairman and Senior Managing Director, DCM Shriram, said, "The Northern States are

taka,' the summit is being organised by the Confederation of Indian Industry (CII), in partnership with State Governments.

The participating States are: Delhi, Haryana, Himachal Pradesh, Jammu and Kashmir, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand, and Union Territory of Chandigarh.

Among foreign participants, CII said the US and Aus



infrastructure, manufacturing, healthcare, agriculture and agri-Business, tourism, IT & ITeS, it said.

Mr. Malvinder Mohan Singh, Chairman, CII Northern Region and Executive Chairman, Fortis Healthcare said, "Though the Northern States have vast potential...they have lost their competitive edge in recent times to more proactive states in Western and Southern India."

## CII Interacts with UP chief minister, investment tops agenda for region

Lucknow, May 08

A CII delegation led by Malvinder Mohan Singh, Chairman, CII Northern Region and Executive Chairman, Fortis Healthcare, met with the Chief



Confederation also advocated for creation of Land Bank Development Corporation at the state level. Affirmative Action, he said, would continue to feature largely in CII plans. The Confederation will continue its commit-

## CSR to be taken on corpora *Invest North conclave on November 2-3*

PIONEER NEWS SERVICE ■ LUCKNOW

Corporate Social Responsibility (CSR) will be mainstreamed in the agenda of the corporates, said Abhishek Mishra, Minister for Protocol, Government of Uttar Pradesh. The Uttar Pradesh government would come out with a new



Taking cue from successful models like 'Emerging Kerala' and 'Vibrant Gujarat' for attracting investments in these states, the Confederation of Indian Industry (CII) plans to hold road shows to promote northern India as an investment destination.