



Confederation of Indian Industry
Since 1895



SUSTAINABLE GROWTH



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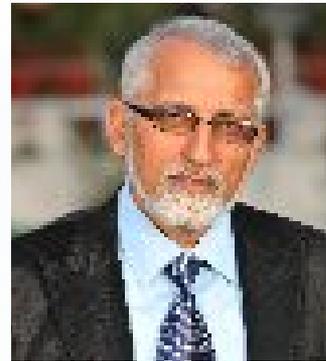
*“Focus on the journey, not the destination.
Joy is found not in finishing an activity but in doing it.”*

chairman's message

It gives me immense pleasure to present the Himachal Pradesh State Annual Review for the year 2010 -11. Even after a challenging year of turbulence in the world economy, Indian economy still enjoyed growth in these difficult conditions.

I believe that these turbulent times also created opportunities that otherwise we wouldn't have realised.

"Sustaining Growth for Tomorrow" was the theme adopted by CII Himachal Pradesh for the year and initiatives in various fields were taken in consonance with the theme. Understanding that Human Resource is the foundation of any growth, we successfully endeavoured in establishing a Skill Development Centre, first of its kind in the Northern Region in Parwanoo. All the pass outs of the advanced industry oriented courses organised at the centre have been absorbed in the industry. I take this opportunity to request our distinguished members to share their expertise with the students of the centre.



Horticulture is one of the key aspects of the state's economy, and keeping this in mind CII Himachal Pradesh successfully organized Apple Fest 2010: Conference & Exhibition on Apple and Stone Fruits at Chandigarh. A workshop on the investment opportunities in food processing was organised along with NIFTEM (National Institute of Food Technology Entrepreneurship), which was well received. I am confident that my successors will make Apple Fest, an annual event and also expand its scope and structure with each passing year. This will surely be a great contribution by industry of Himachal Pradesh for sustainable development of Horticulture sector of the State.

The roundtable with Minister for Commerce & Industry, Mr Anand Sharma, in Shimla was a huge success as it yielded fruitful results such as continuance of capital investment subsidy, central transport subsidy, etc. to the industry in the State of Himachal Pradesh.

We have been vigorously pursuing industrial issues with the State Government and a detailed Pre-Budget Memorandum has been submitted well in advance to the State Government with an assurance from the latter for considering our recommendations.

This is not the end of the journey. We all, as an individual or as an organization are committed towards inclusive growth of each section of the society and I believe that in the coming year we would endeavour for higher standards of performance and strive for greater achievements.

I gratefully acknowledge the co-operation and support received from Chairman and Deputy Chairman, CII Northern Region. I also extend my gratitude to Rajiv Malhotra, Vice Chairman, CII Himachal Pradesh, Past Chairmen, Panel Conveners and all the worthy members of CII Himachal Pradesh for their support and guidance throughout the year. I must also place on record my appreciation for the excellent support and commitment I have received from the Himachal Pradesh State Office.

A handwritten signature in black ink, appearing to read 'Atul Khosla'. The signature is stylized and includes a flourish at the end.

Atul Khosla

Chairman

CII Himachal Pradesh

Sustainability: Going Green & Skill Development

March 13, 2010: Shimla



Prof Prem Kumar Dhumal releasing the study reports prepared by CII

At the Annual Session, the Chief Minister, Prof Prem Kumar Dhumal appreciated CII's support and consented to form a joint committee with CII. The key areas discussed were:

- Agri & Food Processing
- Information Technology
- Infrastructure Development
- Education: Himachal to become first state to formulate 'right to education' from 1st April 2010
- Climate Change: CM apprised of the proposal

submitted by CII wherein three specific activity areas were proposed to make Himachal Pradesh the first carbon neutral state without compromising on its social and economic development targets

Two study reports formally released by the Hon'ble Chief Minister were:

- A Vision Document for Agri and Process Food Industry in Himachal Pradesh
- An Approach Paper for ICT Policy of Himachal Pradesh

These reports made recommendations and suggested various projects in the respective sectors which are in harmony with the geological and ecological conditions of the State. State Government assured to consider the recommendations made in the reports for the benefit of all sections of the society.

Region's first Skill Development Centre inaugurated

May 8, 2010: Shimla

CII Himachal Pradesh State has become the host of first of its kind Skill Development Centre in the northern part of the country. Mr Anand Sharma, Hon'ble Minister for Commerce & Industry, virtually inaugurated the centre.



Mr Anand Sharma inaugurating the CII - IISD Skill Development Centre

As a pilot project, the center offers short-term advanced industry oriented courses in various trades to enhance the employability of Himachali youth.

The skill trades identified are electrician, milling, turning & grinding with CNC and heavy machinery driving. Curriculum for these courses has been developed as per the standards set by CII.

40 students passed out from the centre have been employed in the industry and the next batch of students will pass out by March 2011.

Centre - State - CII bring investment into Himachal

May 8, 2010: Shimla



Mr Hari Bhartia sharing industry's perspective

The tripartite dialogue was initiated with proactive support of the Minister of Commerce & Industry, Mr Anand Sharma, involving the Central Government, State Government and CII. It has brought investments worth several hundred crores in the state. The dialogue was supported by Govt of Himachal Pradesh and has helped identify projects in key sectors, the implementation of which will have a significant positive impact on overall development of the State.

Some of the major announcements made by Mr Anand Sharma were:

- Extension of the Transport Subsidy, Capital Investment Subsidy & Income Tax Exemption till 2013
- Announcement of a Spice Park in Nadaun, Hamirpur
- Rehabilitation of 10,000 hectares of tea plantations
- Common Effluent Treatment Plant (CETP) at Barotiwala Industrial Centre with investment of Rs 50 Crores from the Central Government

Speaking on the occasion, Mr Hari S Bhartia, President CII said, "CII will work to bring in more investments in Himachal Pradesh and will focus on working with the Government to focus on sustainable non polluting units."

Major investment announcements were made by:

- Mr Anil Rajput, Sr Vice President, ITC Ltd
- Mr P Rajendran, COO, NIIT
- Mr Rakesh Bharti Mittal, Chairman, Field Fresh Foods Pvt Ltd
- Mr Gokul Patnaik, Chairman, Global Agri Systems Pvt Ltd

apple fest 2010

Himachal Pradesh and apples are synonymous. Besides its valuable contributions to the state in terms of revenue and employment, apple has the potential for being the growth engine of the state's economy. Apple Fest was organized with an objective to create a brand for the state of Himachal Pradesh and also to provide a common platform for growers and end users to discuss their concerns and draw a roadmap for sustainable development of the horticulture industry.

Apple Fest 2010: a healthy 'n' wealthy affair

December 3 – 6, 2010: Chandigarh



Sharad Pawar and Sucha Singh Langah at Apple Fest Exhibition

To attract maximum participation, Apple Fest 2010 was organized as a part of Agro Tech, which is India's Premier Biennial Agro Technology & Business Fair. This comprehensive event on apples, stone fruits and exotic vegetables produced in the hill states of North India provided an opportunity to the growers from Himachal, Uttarakhand and Jammu & Kashmir to display and sell their products and explore niche markets.

The key highlights of the Apple Fest Exhibition were:

- Showcase and sale of apple from Kinnaur, Kullu, Rohru, Kotgarh, Kotkhai, etc.
- Display and sale of exotic vegetables and stone fruits
- Processed fruit based products
- Cold chain providers
- Packaging industry and financial institutions

A focused conference on Production Technology and Marketing & Post Harvest Management brought in scientific practices to the producers. The issues discussed in the conference were:

- Introduction of new varieties in mid Himalaya (low chilling) to meet climate change requirements
- Enhancing productivity
- Production technology – New Zealand perspective
- Grading, packaging and supply chain management
- Opportunities and challenges in fruit processing
- Financing and insurance



Apple Fest Conference

The key takeaways from the conference:

- Enhance productivity by adopting latest tools and techniques
- Variety shift to combat climate change
- International partnerships to be developed for better utilization of resources
- Efficient water harvesting and utilization
- Mass awareness programmes about the importance of grading and packaging
- Development of cold storage facilities and establishment of research and development institutes
- Small and marginal growers should follow the concepts of SHGs, JLGs and ABGs to avail better financing options

job fair 2010

Providing avenues to the youth

March 20 – 21, 2010: Hamirpur



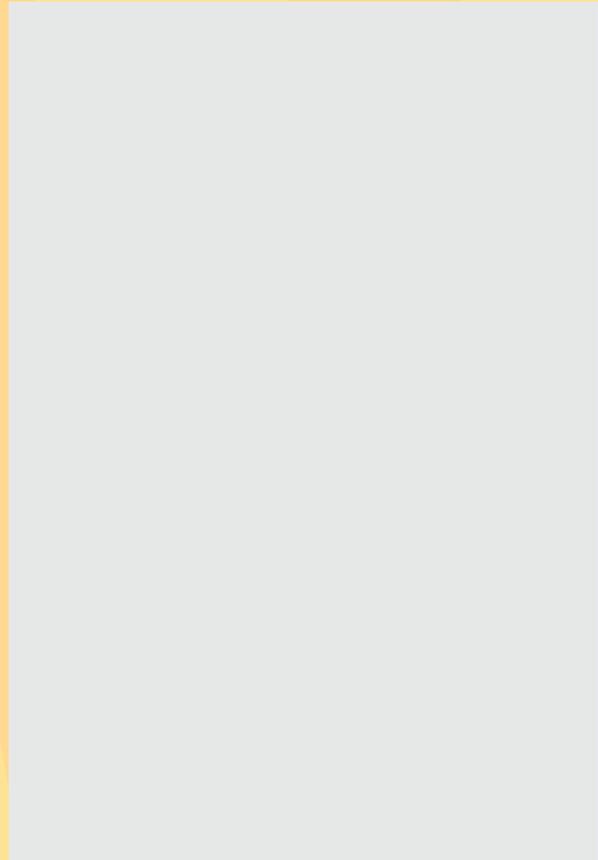
Mr I D Dhiman, Education Minister at the Job Fair

With an intent to create a platform for the industry for on-site recruitment of quality manpower and at the same time provide avenues to the youth, the Fourth Edition of the Job Fair was organized at NIT Hamirpur in association with Department of Industries.

The Job Fair was inaugurated by Hon'ble Education Minister of Himachal Pradesh, Mr I D Dhiman with senior officials like Mr Manoj Kumar – Commissioner Industries, Mr B R Verma – Labour Commissioner, Mr Abhishek Jain – Deputy Commissioner, Hamirpur, Prof I K Bhat – Director, NIT Hamirpur present at the occasion.



Candidates at Job Fair 2010, Hamirpur



The key highlights of the Job Fair 2010 were:

- 600 candidates were shortlisted and selected in Hamirpur
- 44 companies participated
- Visited by over 3700 students
- Participating companies were from almost all the sectors including textile, auto components, forging, computer software & hardware, agri and processed foods, leather, FMCG and pharmaceuticals





Issues taken up with the Government

- Himachal Pradesh Tax on Goods into Local Area Act, 2010 (Imposition of Entry Tax)
- Continuance of Central Capital Investment Subsidy
- Central Subsidy on additional investment for substantial expansion
- Hike in Electricity Duty
- Filing of objections/suggestions in respect of Multi Year Tariff Petition of First MYT control period of Electricity Act for FY 2010- 11
- Permission for renting out surplus built up spaces and reduction in processing fee and rent sharing rates
- Constitution of MSME Facilitation Council
- Re-constitution of MSME Board
- Continuous quality power supply
- Opening up of trauma centres at various places in the State

Pre-Budget Memorandum

January 18, 2011: Shimla

CII Himachal Pradesh submitted pre budget recommendations to the State Government. Few of the CII's recommendations for sustainable development of the state on which government assured active consideration are:

- **Infrastructure:**
With an objective to reduce transportation costs and facilitate inter-state trade, sufficient budgetary allocations for improvement of road and rail infrastructure has been recommended.
- **Tourism:**
Keeping in mind that it promises immense potential in the hill state, budgetary allocations for the tourism sector was recommended.
- **Entry Tax:**
Recommendations were made to make the entry tax VATable.
- **Skill Development:**
Budgetary provision for training of the trainers has been sought in addition to budget for setting up counseling centers at various places in the State.

Open house with power providers

September 28, 2010: Baddi

An interactive session was organized with an objective to find solutions to overcome the power shortage in Baddi, Barotiwala and Nalagarh industrial belt. Tata Power Trading Company and Himachal Pradesh State Electricity Board made presentations on the same and asked industries to explore practical solutions for the



Mr S C Negi addressing the workshop

power challenges and assured full cooperation for the same. Senior Officials including Mr S C Negi, Chairman, HPSEB and officials from Tata Power Trading Company participated in the deliberations. A highly interactive open house provided a good platform for the industry representatives to come out with their queries and practical solutions.

Corporate Governance

May 1, 2010: Dharamshala

CII Himachal Pradesh organised an interactive session on Corporate Governance with subject expert Mr R Bandopadhyay, Secretary, Corporate Affairs, Government of India in Dharamshala. During the interaction with industrialists and chartered accountants, he shared the inadequacies of present Companies Act and informed about the move to replace it with a new one.



engaging with government

Meetings and interactions with:

- Prof Prem Kumar Dhumal, Hon'ble Chief Minister, Himachal Pradesh. CII delegation called up on Hon'ble Chief Minister to seek State Government's support in the areas concerning rail, road and air connectivity, continuous quality power supply, opening up of trauma centers, etc for economic and social strengthening of the State
- Mrs Urmila Singh, Her Excellency Governor of Himachal Pradesh
- Mr Kishan Kapoor, Hon'ble Minister for Industries, Government of Himachal Pradesh
- Mr Narinder Bragta, Hon'ble Horticulture Minister, Government of Himachal Pradesh
- Mrs Asha Swarup, the then Chief Secretary, Government of Himachal Pradesh
- Mrs Rajwant Sandhu, Chief Secretary, Government of Himachal Pradesh
- Ms Harinder Hira, Additional Chief Secretary – Industries, Government of Himachal Pradesh
- Mr Onkar Chand Sharma, Director – Industries, Government of Himachal Pradesh
- Mr Rakesh Kumar, Assistant Excise & Taxation Commissioner, Solan
- Mr Deepak Sanan, Principal Secretary, MPP & Power, Government of Himachal Pradesh
- Mr Bhim Sen, Principal Secretary to the Chief Minister and Principal Secretary, Excise & Taxation, Government of Himachal Pradesh
- Mr V C Pharka, Principal Secretary, Horticulture
- Mr P Mitra, the then Principal Secretary, Industries



Chief Minister interacting with the CII delegation



Mr Kishan Kapoor, Hon'ble Minister for Industries, HP interacting with CII delegation



CII delegation interacting with Mrs Asha Swarup, the then Chief Secretary, HP



Ms Harinder Hira, Additional Chief Secretary-Industries



Mrs Rajwant Sandhu, Chief Secretary, HP

interaction with members of parliament

August 11, 2010 : New Delhi

An interaction of CII delegation with the Members of Parliament from Himachal Pradesh, Mr Anurag Thakur, and Mrs Bimla Kashyap Sood, Member of Parliament (Rajya Sabha) was organised in Delhi to apprise them on the following issues:

- Developing the peripheries of the state on the NCR pattern leveraging the facilities available at Chandigarh
- Four laning of roads connecting major industrial areas of the State
- Extension of railway network in the State
- Establishing trauma centres throughout the state in PPP mode
- Domicile Himachali status to industrialists based in the state for more than 15 years



Mr Anurag Thakur & Mrs. Bimla Kashyap, Parliament members at an interaction with CII members

Mr Anurag Thakur, Member of Parliament (Lok Sabha) assured to take up the issues with the concerned departments and ministries and also assured full support to Confederation's initiatives for the state.



CII members with MPs from Himachal Pradesh

sustaining environment

Greening the manufacturing practices

July 7, 2010: Baddi

A sensitisation programme was organised in collaboration with Himachal Pradesh State Pollution Control Board on Green Cluster Approach aimed at making interventions in the industrial sectors for greening the manufacturing practices. The sectors identified for the cluster approach were steel, textiles, cement, pharmaceuticals and fast moving consumer goods.



Mrs Sarojini Thakur emphasising on cluster approach

The Chief Guest, Mrs Sarojini Thakur, Additional Chief Secretary, Environment and Scientific Technologies, Government of Himachal Pradesh and Chairperson of HPPCB, emphasised on cluster approach in all the major industrial areas.

An action plan to be formulated for enhancing efficiencies in energy conservation, waste management, water conservation, will contribute a lot in monetary as well as in ecological terms, she informed. Mrs Thakur also requested the industry representatives to take a collective responsibility towards making industry more environment friendly through the suggested cluster approach.

Mr Shikhar Jain, Senior Counselor, CII-ITC Centre of Excellence for Sustainable Development addressed the hicups working and functioning of the clusters.

Energy efficiency

May 14, 2010: Baddi ; June 18, 2010: Parwanoo

With an aim to promote energy efficient practices, the CII-BEE workshops were organised for in-depth interventions at the firm level for energy audits, thus helping the companies with efficient & optimal utilisation of energy resources.

CII-BEE workshops were held at various industrial townships:



CII BEE Workshop in progress at Baddi

- At Baddi focus sector was pharma using biodegradable waste for power generation
- At Parwanoo the focus was on automotive and precision engineering sector

The team of experts from BEE apprised industrialists on various schemes of BEE for SMEs to enhance the internal competitiveness through improvements in production processes, energy usage, and benefits of Cluster approach. Representatives from HPSEB also participated in these workshops.



competitiveness

Effective stores & inventory management

April 23, 2010: Chandigarh



Mr K N Rattan interacting with the participants

Mr K N Rattan, a leading consultant and TPM Instructor from JIPM, Japan conducted the workshop organised by CII Himachal Pradesh with inputs from Dr A K Saihpal, Adviser to Vice Chancellor, Panjab University, Chandigarh.

Themed for "Inventory Reduction and Lean Management Practices", the workshop aimed at cost reduction and better financial management. The workshop included importance of stores & inventory management, role of inventory in cash flow, 3C concept, principles of inventory management, forecasting and performance measurement. Mr Rajiv Malhotra, Vice Chairman, CII Himachal Pradesh assured full support on behalf of CII to strengthen industry through its varied services.



CII Seminar on Inventory Management

Best practices were shared by VMT Spinning Company, Philips Electronics India and Unichem Laboratories.



Right people, product and processes: Key to enhanced productivity

June 30, 2010: Chandigarh

The workshop, 'Unleash your productivity through better people, product and processes' intended to inculcate the concept of productivity for self and organisation was organized.

Col Amar Bindra, Management Consultant, stressed on enhanced skills & methods which are needed to achieve ever increasing targets in today's demanding workplace. All aspects of these three important Ps were discussed and analysed at length and participants from diversified sectors shared their best practices.

The workshop provided an interactive platform to participants to share the best practices.

Employee engagement: Driving performance and productivity

August 6, 2010: Chandigarh



CII Seminar on Employee Engagement

The seminar was organized by CII Himachal Pradesh with the charter to promote employee engagement practices in industry to achieve excellence. Human Resource Management professionals from varied sectors shared their perspectives on the following subjects:

- Clarifying the organization's strategy and goals
- Developing Managers to their full potential

- Redefining career paths to enable employees carve out a meaningful future for themselves within the organization
- Creating a motivating corporate culture
- Strategies for employee engagement
- Taking action to implement employee engagement strategies

Debt financing: Issues and Options

August 13, 2010: Chandigarh



Mr D R Dogra sharing thoughts on Debt Financing

Discussing the low hanging fruits of debt financing for the MSME Sector, the session brought to light the queries, perceptions and difficulties faced by MSMEs in credit rating and debt financing. The session called for an independent credit rating agency for MSME sector as the need of the hour.

The regulators perspective on the whole scenario was presented by Mr Jasbir Singh, Regional Director, Reserve Bank of India. Presentations were made on various debt instruments available in the market by eminent speakers from various financial institutions such as Kotak Mahindra Bank Ltd and Punjab National Bank. The processes of credit rating were explained in detail by CARE India.

Value stream mapping - Identifying and decreasing waste

September 13, 2010: Chandigarh

The workshop organised by CII Himachal Pradesh was designed to cater the needs of industry in today's economic situation. The focus was on



Mr K N Rattan interacting with participants during the workshop

manufacturing process in cycle times & down times, in-process inventory, material moves and information flow paths, which will help the participant visualise the current state of the process activities and achieve desired results.

'Apne Lakshya Ki Prapti'

September 18, 2010: Nalagarh



Col Amar Bindra interacting with the participants during the workshop

To motivate supervisors and workforce to achieve 'Apna Lakshya', CII Himachal Pradesh organised a workshop with an objective to make workers responsible towards their work and to establish a sense of belongingness in them towards their organisation.

Workshop also aimed at enhancing the productivity levels of workforce through inputs that are bound to motivate & upgrade the basic value system of the employees. Col Amar Bindra, Management Consultant was the faculty for the workshop.

membership

Interaction with Regional Chairman & Deputy Chairman , CII- NR

June 21, 2010: Parwanoo

CII Himachal Pradesh organised an interaction of the members with Mr. R M Khanna, Chairman and Mr Vijay Thadani, Deputy Chairman, CII Northern Region.

The members shared their expectations from CII and issues to be pursued both with the State and Centre Government. Some of these issues were:

- Availability of power and connectivity to industrial towns
- Setting up of an ESI Hospital
- Setting up of a fire station at Kala Amb



Membership meet at Parwanoo

Leh Contributions

CII gratefully acknowledges the following members' contribution to CII Leh relief work:

- | | | |
|------------------------|-----------------|----------------------|
| • ACC Limited | • Dabur India | • Vashisht Chemicals |
| • Adani Agrifresh | • Drish Shoes | • Hindustan Unilever |
| • Morepen Laboratories | • Phoenix Udyog | • Colgate Palmolive |



Himachal Pradesh skill development centre to train 16,000 youth: CII

SKILL DEVELOPMENT CENTRE TO TRAIN 16,000 YOUTH: CII

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CII Emphasizes Infrastructure Skill Development

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मुख्यमंत्रों ने बताई जनोपयोगी उद्योगों की जरूरत

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Independent Credit Rating Agency Needed For MSME Sector: CII

Independent Credit Rating Agency Needed For MSME Sector: CII

Independent Credit Rating Agency Needed For MSME Sector: CII

A new 300-crore package for Himachal

A new 300-crore package for Himachal

A new 300-crore package for Himachal

Incentives except central excise intact: Minister

Incentives except central excise intact: Minister

Incentives except central excise intact: Minister

बड़ी-बटोटीवाला में श्रमिकों को मिलेंगे होस्टल

बड़ी-बटोटीवाला में श्रमिकों को मिलेंगे होस्टल

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सीआईआई का रोजगार मेला 20-21 को

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सीआईआई का रोजगार मेला 20-21 को

No power cuts for now

No power cuts for now

No power cuts for now

Boost for HP rural economy Kangra Tea Being Revived

Boost for HP rural economy Kangra Tea Being Revived

Boost for HP rural economy Kangra Tea Being Revived

CM for agro-based industries

CM for agro-based industries

CM for agro-based industries

New national manufacturing policy on the anvil

New national manufacturing policy on the anvil

New national manufacturing policy on the anvil



Confederation of Indian Industry
Since 1895

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