

**CONSULATE GENERAL OF INDIA  
SAN FRANCISCO**

**MONTHLY COMMERCIAL REPORT— MAY 2012**

**I. Major Commercial and Trade-Related Events**

Kolkata, India based ICRA Techno Analytics (ICTEAS) , a software solutions company acquired a majority stake in Pleasanton, California based BPA Technologies Inc on 8<sup>th</sup> May, 2012. The skill sets of the two companies are complementary and there is significant convergence in terms of the industry verticals that ICTEAS and BPA focus on. The acquisition will give ICTEAS a larger presence in the US and the scope to scale up operations<sup>1</sup>.

Norwest Venture Partners of Palo Alto, California and eBay Inc of San Jose, California joined with others to invest \$32 million in Mumbai based Quikr India Pvt Ltd on 22<sup>nd</sup> May, 2012. Quikr is India's largest horizontal classifieds platform with 17 million individuals and small businesses using it every month. They access Quikr to sell, buy, rent or find products and services in a variety categories such as electronics, cars, etc. Existing investors include Nokia Growth Partners and Omidyar Networks<sup>2</sup>.

On 29<sup>th</sup> May, 2012 Menlo Park, California based Lightspeed Venture Partners joined Helion Advisors Pvt Ltd of India to invest

\$8.48 million in Bangalore based Modgen Fashions Pvt Ltd, which owns and operates online fashion and lifestyle store web portal fashionara.com. The funding raised will be used to build the business of the web store fashionara.com which offers premium fashion and lifestyle merchandise<sup>3</sup>.

Norwest Venture Partners of Palo Alto, California led a series B round of funding for Chennai based Perfint Healthcare Pvt Ltd. in May 2012. This funding will enable perfint to complete development of its next generation interventional oncology assistance products. Funding was also raised from existing investors Accel Partners (India) and IDG Ventures India Advisors Pvt Ltd. Perfint offers healthcare devices and solutions for healthcare markets. The company plans to also use the funds to develop its next product, which will be a solution for Ablation therapy and getting regulatory approvals in various markets worldwide. It also plans to expand its team by adding employees in sales and technology<sup>4</sup>.

Insecticides (India) Ltd (IIL) of India announced on 17<sup>th</sup> May, 2012 that it had tied up with Newport Beach, California based American Vanguard Corporation to launch the latter's generic insecticide brand Nuvan in India. Under the terms of the deal IIL will manufacture and market the brand in India.

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<sup>1</sup> [http://articles.economictimes.indiatimes.com/2012-05-08/news/31626640\\_1\\_icra-techno-analytics-icteas-acquisition](http://articles.economictimes.indiatimes.com/2012-05-08/news/31626640_1_icra-techno-analytics-icteas-acquisition)

<sup>2</sup>

[http://www.warburgpincus.com/PDF/Press%20Release%20Quikr%20attracts%20US\\$%2032%20million%20private%20equity%20investment.pdf](http://www.warburgpincus.com/PDF/Press%20Release%20Quikr%20attracts%20US$%2032%20million%20private%20equity%20investment.pdf)

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<sup>3</sup> <http://techcircle.vccircle.com/500/excl-former-reliance-trends-ceo-arun-sirdeshmukh-launches-lifestyle-e-store-fashionara/>

<sup>4</sup> <http://www.perfinthehealthcare.com/PressRelease.html>

Nuvan is used to control pests in a majority of crops, including paddy, pulses and sugarcane. IIL is looking to expand its manufacturing facilities at Dahej in Gujarat and Chopanki in Rajasthan<sup>5</sup>.

## II. Details Of Visits Of Delegations From India

None

## III. Details Of Visits Of Delegations To India

None.

## IV. TRADE ENQUIRIES RECEIVED AND ATTENDED TO

Query From	Details
Ravi Perumal of Dhana Overseas Tel:91-9789103610 Email:dhanaoverseas@gmail.com ;	Interested in exporting from India of Handicrafts, Textile and Apparel, and Agro products into the USA.
Aleem Uddin of M/s Beauty Art Handicrafts Tel:91-5912490554 Email:aleem@beautyarthandicrafts.com	Interested in exporting from India of Handicrafts, Furniture, Bath Accessories products into the USA.
Parijat Mondal of Sahul India Ltd Tel:91-33-22424159 Email:parijat@sahul.com	Interested in exporting from India Ayurvedic Pharmaceutical, Herbal Medicine, and Herbal Tea products into the USA.
Edward Levine of M/s EL Development LLC	Interested in setting up a processing plant in India of elephant dung

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<http://www.thehindubusinessline.com/companies/article3428623.ece>

Tel:1-415-5316966 Email:edwardlevine@comcast.net	fertilizer and exporting it from India to the USA.
John Higashi of M/s PICS Tel:1-949-9364540 Email:jhigashi@picsauditing.com	A US service web-based company interested in opening a business in India and wanting to know the procedures to do so.
Swaminathan Sundaramurthy email:s.swaminathan@gmail.com	Interested in Transfer of Residence customs rules and regulations for returning to India from the USA.
Kush Kapur Tel:1-650-2420039 Email:kapur_kush@yahoo.com	Interested in Transfer of Residence rules and regulations for returning to India from the USA after 17 years.
Peter King Tel:1-626-3953099 Email:pking@ligo.caltech.edu	Interested in taking laser and scientific instruments into India and customs duties payable thereon.
Ashish Dhir Tel:1-916-6067120 Email:ashishdhirpu@yahoo.com	Interested in knowing about transfer of Residence Rules for taking TV to India after stay in USA of 3.5 years.
Worlding Impex Tel:91-7600051168 Email:worldingimpex@gmail.com	Interested in exporting from India into the USA of Spices, Herbs, Oils and Water Treatment Equipment products.
Sunita Exports Tel:+91-2228334943 Email:sunitaexportsindia@gmail.com	Interested in exporting from India into the USA of Spices, Sugar, Rice and Animal Feed products.
Sunita Patel Tel:1-909-5691953 Email:jayeshmona@bww.com	Interested in Transfer of Residence rules and regulations for returning to India from

	the USA.
Katelin Bliss Tel:1-503-3856795 Email:katelin@miltonbliss.com	Interested in taking service dog into India and customs rules and regulations thereon.
D Saalai Maran of Council for Leather Exports Email:cle@cleindia.com	Interested in listing of Leather Apparel and products Importers in USA.
Renjith Parrakkot Tel:1-425-7702678 Email:ren_jith@yahoo.com	Interested in Transfer of Residence rules and regulations for returning to India from the USA and taking firearms into India.
S K Jain of M/s Shree Shantinath Industries Tel:91-8059777103 Email:shantinath7512@yahoo.com	Interested in exporting from India of Medical Disposable, Surgical Devices and Surgical Dressing products into the USA.
Kiran Vora of M/s Shiva Products Tel:91-2506455015 Email:exports@shivaproducts.net	Interested in exporting from India of Dental and Medical Supplies products into the USA.
M/s Vave Globals Email:vaveglobals@gmail.com	Interested in exporting from India of Handicrafts products into the USA.
Anil Jugran Tel:1-303-7289326 Email:aniljugran4911@comcast.net	Interested in Housing information in India.
L S Shivakumar of M/s ALS Exports Tel:91-4222426336 Email:als@airtelmail.in	Interested in exporting from India of Hospital Linen and Cotton Bags products into the USA.
Ashok Gehlot of M/s Green Field Exports Tel:91-9829023575 Email:ashokgehlot@hotmail.com	Interested in exporting from India into the USA of Spices, Vegetables and Agro products.

## V. Number Of Trade Disputes Pending/Resolved

Resolved – Nil

Pending – Nil

## VI. Number Of Business Visas Issued

Business Visas issued in May -1340

## VII. Potential Areas For Trade And Investment

**Colorado State:** The twenty-ninth largest state exporter to India from the USA in 2011 was Colorado. Exports have increased from \$102.084 million in 2010 to \$118.968 million in 2011 a 16.54% increase over 2010. Computer and Electronic Products was the largest export item from Colorado to India in 2011 at \$55.836 million which made up 46.93% of total exports from the state to India (2010 \$33.501 million). Chemicals was the second largest export item from Colorado to India in 2011 at \$24.742 million which made up 20.8% of the total export from the state to India (2010 \$31.321 million). Machinery, except Electrical Products was the third largest export from Colorado to India in 2011 at \$18.091 million which made up 15.21% of the total export from the state to India (2010 \$11.943 million).

June 01, 2012

For any queries, please contact:

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## Total U.S. Imports via COLORADO

### Top 25 6-digit HS Commodities Based on 2011 Dollar Value

U.S. Imports by State of Final Destination ([State Import Series](#)). Values in millions of dollars. Percent Change is from 2010 - 2011.

Rank	HS Code	Description	2008 Value	2009 Value	2010 Value	2011 Value	2008 % Share	2009 % Share	2010 % Share	2011 % Share	% Change, 2010 - 2011
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1	270900	CRUDE OIL FROM PETROLEUM AND BITUMINOUS MINERALS	1,651	1,389	2,333	2,612	16.0	16.1	20.5	22.2	12.0
2	300490	MEDICAMENTS NESOI, MEASURED DOSES, RETAIL PK NESOI	69	196	269	268	0.7	2.3	2.4	2.3	-0.4
3	901890	INSTR & APPL F MEDICAL SURGICAL DENTAL VET, NESOI	187	221	179	266	1.8	2.6	1.6	2.3	48.5
4	852871	RECEPTION APP FOR TV NT DESIGNED TO INC VIDEO DISP	447	271	374	200	4.3	3.1	3.3	1.7	-46.6
5	880230	AIRPLANE & A/C UNLADEN WGHT > 2000, NOV 15000 KG	353	208	175	195	3.4	2.4	1.5	1.7	11.1
6	847150	DIGITAL PROCESSING UNITS, N.E.S.O.I.	189	194	178	184	1.8	2.3	1.6	1.6	3.5
7	300410	PENICILLINS OR STREPTOMYCINS & DERV, DOSAGE FORM	42	118	146	157	0.4	1.4	1.3	1.3	7.3
8	902140	HEARING AIDS	9	10	18	149	0.1	0.1	0.2	1.3	(Z)
9	854239	ELECTRONIC INTEGRATED CIRCUITS, NESOI	23	22	87	127	0.2	0.3	0.8	1.1	45.5
10	851762	MACH FOR RECP/CONVR/TRANS/REGN OF VOICE/IMAGE/DATA	45	59	86	112	0.4	0.7	0.8	1.0	30.5
11	902110	ORTHOPEDIC OR FRACTRE APPLIANCES, PARTS &	136	115	65	101	1.3	1.3	0.6	0.9	56.6

		ACCESSOR										
12	850440	STATIC CONVERTERS; ADP POWER SUPPLIES	43	36	77	98	0.4	0.4	0.7	0.8	27.9	
13	847330	PARTS & ACCESSORIES FOR ADP MACHINES & UNITS	76	66	124	90	0.7	0.8	1.1	0.8	-27.3	
14	902190	OTH ARTIFICIAL PTS OF THE BODY & PTS & ACCESSORIES	133	151	192	83	1.3	1.7	1.7	0.7	-56.8	
15	853710	CONTROLS ETC W ELECT APPR F ELECT CONT NOV 1000 V	19	22	55	80	0.2	0.3	0.5	0.7	44.5	
16	847170	AUTOMATIC DATA PROCESSING STORAGE UNITS, N.E.S.O.I	236	138	146	79	2.3	1.6	1.3	0.7	-46.0	
17	300420	ANTIBIOTICS NESOI, IN DOSAGE FORM	12	44	62	79	0.1	0.5	0.5	0.7	26.9	
18	850164	AC GENERATORS OF AN OUTPUT EXCEEDING 750 KVA	0	0	27	69	0.0	0.0	0.2	0.6	153.6	
19	852329	MGNTC MEDIA FOR RCRDNG SOUND OR OTH PHENOMNA NESOI	89	70	66	69	0.9	0.8	0.6	0.6	4.2	
20	870870	ROAD WHEELS & PTS & ACCESSORIES FOR MOTOR VEHICLES	38	41	69	66	0.4	0.5	0.6	0.6	-4.5	
21	360300	SAFETY FUSES; DETONATING FUSE; PERCUSSION CAPS ETC	47	43	60	65	0.5	0.5	0.5	0.6	7.5	
22	940161	SEATS W WOODEN FRAMES, UPHOLSTERED, NESOI	53	41	58	64	0.5	0.5	0.5	0.5	9.0	
23	854231	PROCESSORS AND CONTROLLERS, ELECTRONIC INTEG CIRCT	74	44	100	61	0.7	0.5	0.9	0.5	-38.7	
24	854140	PHOTOSNSITVE SEMICNDCTR DVICE INC PHTVLTC CELL ETC	18	25	34	60	0.2	0.3	0.3	0.5	75.2	
25	020230	MEAT OF BOVINE ANIMALS, BONELESS, FROZEN	52	62	68	57	0.5	0.7	0.6	0.5	-15.9	

'(Z)' indicates a percent change greater than 500. Updated February 10, 2012.

