

CONSULATE GENERAL OF INDIA
SAN FRANCISCO

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Important Commercial News – September 2012

U.S. INTERNATIONAL TRADE IN GOODS AND SERVICES

Goods and Services

The U.S. Census Bureau and the U.S. Bureau of Economic Analysis, through the Department of Commerce, announced today that total September exports of \$187.0 billion and imports of \$228.5 billion resulted in a goods and services deficit of \$41.5 billion, down from \$43.8 billion in August, revised. September exports were \$5.6 billion more than August exports of \$181.4 billion. September imports were \$3.4 billion more than August imports of \$225.2 billion.

In September, the goods deficit decreased \$1.4 billion from August to \$57.5 billion, and the services surplus increased \$0.8 billion from August to \$15.9 billion. Exports of goods increased \$5.4 billion to \$134.0 billion, and imports of goods increased \$3.9 billion to \$191.5 billion. Exports of services increased \$0.3 billion to \$53.0 billion, and imports of services decreased \$0.6 billion to \$37.1 billion.

The goods and services deficit decreased \$2.9 billion from September 2011 to September 2012. Exports were up \$6.4 billion, or 3.5 percent, and imports were up \$3.4 billion, or 1.5 percent.

Goods (Census Basis)

The August to September increase in exports of goods reflected increases in industrial supplies and materials (\$3.4 billion); foods, feeds, and beverages (\$1.1 billion); consumer goods (\$0.5 billion); capital goods (\$0.4 billion); and other goods (\$0.2 billion). A decrease occurred in automotive vehicles, parts, and engines (\$0.3 billion).

The August to September increase in imports of goods reflected increases in consumer goods (\$2.7 billion); industrial supplies and materials (\$1.2 billion); capital goods (\$0.6 billion); other goods (\$0.1 billion); and foods, feeds, and beverages (\$0.1 billion). A decrease occurred in automotive vehicles, parts, and engines (\$0.9 billion).

Total Trade (Goods)

Rank	Country	Exports (September)	Imports (September)	Total Trade (September)	Percent of Total Trade
---	Total, All Countries	128.3	186.3	314.6	100.0%
---	Total, Top 15 Countries	88.9	137.5	226.4	72.0%
1	Canada	24.2	26.0	50.2	16.0%
2	China	8.8	37.8	46.6	14.8%
3	Mexico	17.5	22.2	39.7	12.6%
4	Japan	6.2	11.0	17.2	5.5%
5	Germany	4.2	9.4	13.5	4.3%
6	United Kingdom	4.5	4.3	8.8	2.8%
7	Korea, South	3.4	4.7	8.1	2.6%
8	Brazil	3.9	2.4	6.3	2.0%
9	France	2.5	3.2	5.7	1.8%
10	India	2.2	3.3	5.5	1.8%
11	Saudi Arabia	1.4	4.0	5.4	1.7%
12	Venezuela	2.0	3.2	5.2	1.6%
13	Taiwan	1.9	3.2	5.0	1.6%
14	Netherlands	3.2	1.9	5.0	1.6%
15	Hong Kong	3.1	0.9	4.1	1.3%

Exports (Goods)

Rank	Country	Exports (September)	Percent of Total Exports
---	Total, All Countries	128.3	100.0%
---	Total, Top 15 Countries	90.9	70.8%
1	Canada	24.2	18.8%
2	Mexico	17.5	13.6%

3	China	8.8	6.8%
4	Japan	6.2	4.8%
5	United Kingdom	4.5	3.5%
6	Germany	4.2	3.2%
7	Brazil	3.9	3.0%
8	Korea, South	3.4	2.7%
9	Netherlands	3.2	2.5%
10	Hong Kong	3.1	2.4%
11	Australia	2.6	2.0%
12	France	2.5	2.0%
13	Singapore	2.4	1.9%
14	Belgium	2.3	1.8%
15	India	2.2	1.7%

Imports (Goods)

Rank	Country	Imports (September)	Percent of Total Imports
---	Total, All Countries	186.3	100.0%
---	Total, Top 15 Countries	139.9	75.1%
1	China	37.8	20.3%
2	Canada	26.0	14.0%
3	Mexico	22.2	11.9%
4	Japan	11.0	5.9%
5	Germany	9.4	5.0%
6	Korea, South	4.7	2.5%
7	United Kingdom	4.3	2.3%
8	Saudi Arabia	4.0	2.2%
9	India	3.3	1.8%
10	France	3.2	1.7%
11	Taiwan	3.2	1.7%
12	Venezuela	3.2	1.7%
13	Russia	2.6	1.4%
14	Italy	2.6	1.4%
15	Brazil	2.4	1.3%

Accel Partners to invest in Universal Collectabilia

Facebook investor and American venture capitalist Accel Partner, Palo Alto, CA based company, will make an early stage investment in Universal Collectabilia, a celebrity merchandise and brand extension firm jointly owned by Anjana Reddy, who is part of the Deccan Chronicle family and cricket legend Sachin Tendulkar.

Accel Partners has committed about \$ 5 million into the two year old Collectabilia, which began as sourcing and auction platform of sports memorabilia. Accel will have minority ownership in the startup, in which Sachin Tendulkar holds around 26% stake.

U S PE firm to invest Rs 84 crore in Trishe Developers

New Enterprise Associates (NEA), the \$ 11 billion, Menlo Park based private equity firm, has finalized a deal to invest rs. 84 crore to pick up a minority stake in Chennai based renewable energy infrastructure development company Trishe Developers.

This is the first time a private equity investment has come into a company which is purely involved in the services business of wind farms. So far, all investments have come into either the manufacturing industry or the asset side of the business.

This is NEA's fifth investment in India. It has also invested in online payment transaction processing company FSS and aviation MRO company Airworks.

Inventus Capital, Nexus Venture Partners and IndoUS Ventures close to tying up funds for India

Three venture capital firms are close to finalizing capital commitments for their new funds, in a trend that underscores the rising popularity of early stage investing in the midst of a tough economic environment.

Inventus Capital, Nexus Venture Partners and IndoUS Ventures are all set to complete fund raising rounds from limited partners. Inventus, co-founded by Silicon Valley based investor Mr. Kanwal Rekhi, is finalizing a new \$ 100 million fund, its second, that will see a final close in November. According to Mr. Samir Kumar, Managing Director, Inventus Capital, they have secured 70% of the funds for their second \$ 100 million fund.

Another India focused fund Nexus Venture Partners is also on the verge of announcing its third fund that will have a corpus of \$ 300 million fund. They are in the process of finalizing legalities expected to be completed within the next month.

IndoUS Venture is the other early stage fund that has also successfully raised fresh capital. Filings with FEC show that IndoUS has been successful in raising \$ 132.5 million out of a targeted \$ 150 million fund.

Oil India makes a play for U S Shale

State-run oil explorer Oil India is set to acquire Shale assets in the U S. The company is in talks with Carrizo Oil & Gas to acquire stake in Niobrara Shale in North Eastern Colorado.

According to one Oil India Executive the discussions are in the advanced stage and the deal will be announced soon.

Similarly Mr. Mukesh Ambani promoted Reliance India Ltd. holds 45% stake in Eagle Ford and 60% stake in a Marcellus Shale gas field through a joint venture with Carrizo. RIL's shale gas business in the U S comprises three upstream joint ventures with San Ramon based Chevron, Pioneer Natural Resources and Carrozo Oil & Gas. Aggregate investment since the inception of these joint ventures stood at \$ 4 billion.

Quiznos makes India foray

Denver, Colorado based fast-food restaurant chain Quizonos has made entry into Indian sub-continent by opening a franchisee outlet in Mumbai. Quizonos is a popular food chain, with more than 4000 outlets on franchisee basis across the world with presence in USA, Canada and West Asia.

Tade delegations

A trade delegation led by Mr. Ravi Sexena, Chief Secretary, Govt. of Gujrat visited Los Angeles and Palo Alto., California. USIBC in partnership with CII hosted roundtable meeting with the visiting delegates. The delegates were here to explore the possibilities of collaboration between Gujrat and American centers of higher learning. The sectors of focus also included electronics, IT, chemicals, infrastructure and power, ship building / repairs and ports, Biotechnology, automobiles and more.

U S Global Trade Expo was held in Beverly Hills, California and was attended by Union Minister of State for Tourism Mr. Sultan Ahmed. The event was also attended by the Mayor of Beverly Hills Mr. Antonio Villaraigosa.

India Tourism Office in Los Angeles also organized Road Shows in San Francisco and Seattle to promote tourism.

Nine member CII Agriculture Delegation visited California and held discussions with faculty members of University of Fresno and University of California, Davis. The delegation was led by Mr. Salil Singhal, Co-Chairman, CII National Council on Agriculture.

MINExpo International 2012 was held in Las Vegas during the month of Sept. 2012.

TRADE INQUIRIES

The Consulate received trade related inquiries from the following companies:

- 1 JEGAAN Exports, Tamilnadu
- 2 PFM Medical, Carlsbad, CA
- 3 EPP Composites Private Ltd, Gujrat
- 4 Fiesta Blinds, Tarzana, CA
- 5 Corel Pharma Chem, Gujrat

Appropriate replies providing the detailed information was sent to these companies.

Governor Brown Signs Legislation to Strengthen Economic Development and International Trade in California

9-11-2012

REDWOOD CITY – Governor Edmund G. Brown Jr. today signed legislation designed to strengthen economic development and international trade in California.

In a ceremony hosted by the Bay Area Council, Governor Brown signed Assembly Bill 2012 (Perez), legislation that re-establishes California's international trade offices in order to drive exports and increase direct foreign investment in the Golden State. California's export shipments in 2011 totaled \$159.4 billion – an increase of 25 percent since 2009 – which has propelled the state's export totals to historic levels.

Governor Brown signed the bill after giving remarks at the Bay Area Council's annual meeting at the Oracle Conference Center in Redwood City. AB 2012 authorizes the Governor's Office of Business and Economic Development (GO-Biz) to open international trade offices in countries where there is the greatest potential for export growth and foreign direct investment in California.

The legislation authorizes GO-Biz to work with nonprofit organizations to operate these offices, using state funds or private donations. GO-Biz will partner with the Bay Area Council to open an international trade and investment office in China. In addition, AB 2012 transfers the state's one-stop online permit resource center to GO-Biz and will eventually expand the system to serve most of California's industries.

In February, Governor Brown announced plans to open [a new trade and investment office in Shanghai, China](#). California is already one of the nation's top states for foreign direct investment. According to the U.S. Department of Commerce, foreign-owned companies employ 561,000 Californians and foreign investment in California is responsible for 4.6 percent of the state's total private-industry employment. Earlier today, Governor Brown appointed a [new executive team for GO-Biz](#).

California Centers for International Trade Development

The Taste of California Trade Show & Conference provides California exporters an opportunity to meet one-on-one with [75 qualified buyers](#) from China, Taiwan, South Korea, Mexico, European Union, India, United Arab Emirate and more!

FOR ADDITIONAL INFORMATION, CONTACT:

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