

**CONSULATE GENERAL OF INDIA  
SAN FRANCISCO**

**MONTHLY COMMERCIAL REPORT—DECEMBER 2010**

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

US drug multinational Watson Pharmaceuticals<sup>1</sup> Inc. of Corona, California, confirmed on 07 December 2010 in Hyderabad, India and New Jersey, USA an exclusive US development and license agreement with India's Natco Pharma<sup>2</sup> Limited for the development and commercialization of Natco's Lenalidomide tablets (which are generic versions of Celgene's Revlimid tablets). Natco also filed an Abbreviated New Drug Application (ANDA) with the US Food and Drug Administration (FDA) seeking approval to market its lenalidomide 5, 10, 15 and 25 mg product. The companies believe that Natco may be the first applicant to file an ANDA for the 5, 10, 15 and 25 mg generic versions of Revlimid (R) and, should the ANDA be approved, may be entitled to 180 days of generic market exclusivity.<sup>3</sup>

Tata Sky, a JV between TATA Group and SKY, signed an agreement on December 19, 2010 with Rovi Corporation of Santa Clara, California, a provider of digital entertainment technology solutions, for Analog Copy Protection (ACP) technology. ACP technology helps prevent the unauthorized use of broadcasted content. Employing ACP technology will ensure that Tata Sky revenues

are not lost through unauthorized copying that compromises the value of their content.<sup>4</sup>

**II. Details Of Visits Of Delegations From India**

None

**III. Details Of Visits Of Delegations To India**

None

**IV. Details Of Local Developments/Policy Changes Affecting Bilateral Trade**

More American farmers are expected to plant cotton this year as prices remain high thanks to demand from the growing middle class in China and India and a short supply worldwide. Some of the biggest growth is expected in California, where planting had slipped to a low of 200,000 acres two years ago from 1.6 million acres in 1979. This year, California farmers are expected to plant 400,000 acres, said Mark Bagby, spokesman for Calcot, a marketing cooperative that represents 1,400 growers in California, Texas and New Mexico. Nearly all of that will be Pima cotton, the high-quality, extra-long fiber used in luxury sheets and towels. A short supply and stronger demand globally have driven the cotton resurgence. Worldwide cotton production in 2009 was the smallest since 2003, just as demand for cotton goods was picking up and the world economy was coming out of the recession. Massive flooding last summer disrupted Pakistan's cotton harvest, as did cold weather in China,

---

<sup>1</sup> <http://www.watson.com>

<sup>2</sup> <http://www.natcopharma.co.in>

<sup>3</sup> <http://ir.watson.com/phoenix.zhtml?c=65778&p=irol-newsArticle&ID=1505154>

---

<sup>4</sup> <http://www.business-standard.com/india/news/tata-sky-signs-agreement-ovi-corporation/119728/on>

contributing to extremely low world cotton reserves. American farmers have jumped into the gap. Total U.S. cotton production hit 18.3 million bales last year, a 50 percent increase over the year before, experts say. Texas, the nation's biggest cotton grower, is expected to expand production 10 percent to 6 million acres this year. But unlike California's irrigated crop, most Texas cotton is planted in dry land in the western part of the state and needs adequate rain.<sup>5</sup>

Wall Street Journal reported (December 21, 2010) that U.S. government officials and companies are pushing India to remove its restrictions on imports of solar technology, regulations they say threaten to cut American firms out of a promising market as India embarks on a major rollout of solar power. India's solar program, which aims to spend tens of billions of dollars to subsidize the generation of 20,000 megawatts of power by 2022—one of the most ambitious solar projects in the world—was expected to jumpstart that collaboration.<sup>6</sup>

**V. Investments In The Jurisdiction Of The Consulate**

On 1st December 2010, Appnomic Systems today announced that it has closed a \$2.5M Series B round of funding led by California based Norwest Venture Partners (NVP). Over the past several months, Appnomic has acquired key clients in the U.S., India, Middle East and Africa for its automation-based infrastructure management services. Appnomic will use this most recent infusion of funds to further enhance its sales presence in the U.S., launch operations

<sup>5</sup> Article by Jeff Nachtigal (For Associated Press, Jan. 7, 2011 Sacramento Bee)

<sup>6</sup> Wall Street Journal, December 21, 2010 by Amol Sharma

in Europe and enhance the Application aware IT infrastructure management platform. This round brings the company's total financing to date to \$6.5 million. Appnomic, which is ranked 6th in the India Fast25 list of Allworld Network, and is one of the SmartTechie 10 most promising IMS companies, has acquired key U.S. customers such as Cypress Semiconductor, Stratus ASP, one of the leading hosting and cloud companies, and continues to experience high demand for its services offering.<sup>7</sup>

**VI. TRADE ENQUIRIES RECEIVED AND ATTENDED TO**

Query From	Details
Singhal Commodities Pvt Ltd Tel: +91 222 8767762 naveen@bnindustries.com	Interested in importing into India of Zinc Dross, Zinc Ingots, Zinc ash, etc from USA
Balaark Overseas Tel: +91 0135 2733477 Email: balaarkoverseas@gmail.com	Interested in Export from India of Jute, Cotton Shopping Bags, Promotional products into USA

**VII. Number Of Trade Disputes Pending/Resolved**

Pending – 1 – Katherine Heurman, a pet cremation company in Phoenix, Arizona, USA VS Jafri Metal Industries of Moradabad, UP, India. US based company has complained about non-delivery of goods from the Indian side. The Indian side has communicated they

<sup>7</sup> <http://www.businesswire.com/news/home/20101201005714/en/Appnomic-Closes-Series-Norwest-Venture-Partners>

are willing to settle the matter. The Consulate has brought the two sides together

**VIII. Number Of Business Visas Issued**

Business Visa issued in December-1398

**IX. Details Of Tenders Procured On Behalf Of Indian Companies/Organizations**

None

**X. Potential Areas For Trade And Investment**

California State: India is currently California's 14th largest export destination. In 2009, California exports to India brought in almost \$2.2 billion. California almonds are now among India's largest U.S. import items. California exports more to India than any other state, and the amount increased dramatically in 2010. By the end of the first quarter in 2009, California had exported over \$370,000 in goods and services to India. In 2010, exports to India exceeded \$770,000 by the end of the first quarter. Miscellaneous manufactured goods made up 40% of California's exports to India in 2009. In 2009, miscellaneous manufactured goods translated into \$862 million in exports. Computers and electronic products are the second largest export to India and brought in \$588 million in 2009. As a group they have gradually increased in quantity and prominence for more than a decade.<sup>8</sup> A chart containing the top 25 import items imported into US through ports in California is enclosed.

For any queries, please contact:

Mehrnoosh Khorshidchehr,  
Commercial Assistant  
Consulate General of India  
San Francisco  
[com@cgisf.org](mailto:com@cgisf.org)

January 17, 2011

8

<http://www.calchamber.com/international/portals/india/pages/default.aspx>

**COMMERCIAL REPORT**

<b>Total U.S. Imports via CALIFORNIA</b>						
<b>Top 25 6-digit HS Commodities Based on 2009 Dollar Value(US Census)</b>						
Rank	HS Code	Description	2009 Value	2008 % Share	2009 % Share	% Change, 2008 - 2009
---	---	<b>Total CALIFORNIA Imports and % Share of U.S. Total</b>	<b>270,414</b>	<b>16.6</b>	<b>17.4</b>	<b>-22.4</b>
---	---	<b>Total, Top 25 Commodities &amp; % Share of State Total</b>	<b>127,935</b>	<b>48.9</b>	<b>47.3</b>	<b>-24.9</b>
1	870323	PASS VEH SPK-IG INT COM RCPR P ENG >1500 NOV 3M CC	16,757	6.5	6.2	-26.1
2	270900	CRUDE OIL FROM PETROLEUM AND BITUMINOUS MINERALS	15,099	8.9	5.6	-51.4
3	852872	RECEPTION APPARATUS FOR TELEVISION, COLOR, NESOI	12,479	4	4.6	-11
4	870324	PASS VEH SPK-IG INT COM RCPR P ENG > 3000 CC	11,450	6.1	4.2	-46.5
5	847130	PORT DIGTL AUTOMATIC DATA PROCESS MACH NOT > 10 KG	10,050	2.4	3.7	22.3
6	847330	PARTS & ACCESSORIES FOR ADP MACHINES & UNITS	9,132	2.7	3.4	-3.3
7	851762	MACH FOR RECP/CONVR/TRANS/REGN OF VOICE/IMAGE/DATA	6,650	2.4	2.5	-19.6
8	847170	AUTOMATIC DATA PROCESSING STORAGE UNITS, N.E.S.O.I	4,338	1.5	1.6	-17.3
9	844399	PTS & ACC OF PRINTERS, COPIERS AND FAX MACH, NESOI	4,302	1.2	1.6	2.2
10	851712	PHONES FOR CELLULAR NTWKS OR FOR OTH WIRELESS NTWK	4,293	1.1	1.6	8.2
11	854231	PROCESSORS AND CONTROLLERS, ELECTRONIC INTEG CIRCT	3,461	0.7	1.3	35.8
12	847150	DIGITAL PROCESSING UNITS, N.E.S.O.I.	3,289	1	1.2	-7.5
13	844331	MACH WHICH PERFORM 2-PLUS OF PRINT, COPY, FAX ETC	3,233	0.7	1.2	33.6
14	271019	OIL (NOT CRUDE) FROM PETROL & BITUM MINERAL ETC.	3,147	1.1	1.2	-19.4
15	950300	TRICYCLE, SCOOTR, PEDAL CAR & SIM WHEELED TYS; ETC	2,960	0.9	1.1	-10
16	300490	MEDICAMENTS NESOI, MEASURED DOSES, RETAIL PK NESOI	2,150	0.6	0.8	3.8
17	852859	MONITORS, NOT INCORP TELEVISION RECEP APP, NESOI	2,083	0.7	0.8	-8.5
18	950410	VIDEO GAMES USED W TV RCEIVR & PTS AND ACCESSORIES	1,750	0.9	0.6	-42.2
19	611020	SWEATERS, PULLOVERS ETC, KNIT ETC, COTTON	1,746	0.6	0.6	-19.6
20	852580	TELEVISION CAMERA, DIGITL CAMRA & VID CAM RECORDER	1,656	0.6	0.6	-25.1
21	854232	MEMORIES, ELECTRONIC INTEGRATED CIRCUITS	1,630	0.7	0.6	-31.3
22	401110	NEW PNEUMATIC TIRES OF RUBBER, FOR MOTOR CARS	1,606	0.5	0.6	-10.4
23	870322	PASS MTR VEH, SPARK IGN ENG, >1000CC BUT =<1500CC	1,575	1.6	0.6	-72.1
24	854239	ELECTRONIC INTEGRATED CIRCUITS, NESOI	1,572	0.8	0.6	-43.4
25	640399	FOOTWEAR, OUTER SOLE RUB ETC & LEATHER UPPER NESOI	1,526	0.5	0.6	-8.7