

**CONSULATE GENERAL OF INDIA
SAN FRANCISCO**

MONTHLY COMMERCIAL REPORT— MARCH 2011

I. Major Commercial and Trade-Related Events

Mahindra & Mahindra Ltd of India and Cisco of San Jose (California) announced on 8th March, 2011 the signing of a comprehensive Memorandum of Understanding (MOU) under which the parties intend to collaborate on go-to-market strategies in areas that include smart cities, virtual dealership, sports and entertainment, and cloud services. Under the non-binding MOU, Cisco and Mahindra will explore opportunities to collaborate on comprehensive differentiated offerings in the sports and entertainment market to provide a range of industry-specific offerings. These include the Cisco Connected Stadium platform and the StadiumVision[®] solution using the network as a platform, with additive elements for access control, wireless, RFID, smart-card ticketing and loyalty programs, points of sale, and hospitality. They will also explore working together to build the private cloud roadmap for the Mahindra Group across different Businesses – Mahindra & Mahindra, Tech Mahindra and Mahindra Satyam¹.

Abound Solar², a Loveland, Colorado, US based leading manufacturer of cadmium telluride thin-film photovoltaic solar modules, announced on 22nd March 2011, a long-term sales agreement with Solar Integration Systems India Private Limited (Solarsis) of

Hyderabad, India. The companies will work together to provide solutions based on Abound's next generation thin-film modules serving project developers in the Indian market. Solarsis will also establish a test facility with the purpose of optimizing balance of system (BoS) designs around Abound Solar's modules that will lower total system costs for customers. The first project under this agreement will be a 1 megawatt ground-mount array in Ananthapur, AP, India³.

As a follow up to their trade mission in November 2010, the Washington State and India Trade Relations Action Committee (WASITRAC) returned to India together with officials of Port of Seattle and signed a sister-port MOU with Dhamra Port, Orissa, India on 12th March, 2011. The Dhamra Port Company Limited (DPCL) is a joint venture of L&T and Tata Steel. The Dhamra Port is one of the deepest ports of India with a depth of 18 meters, which can accommodate super cape-size vessels up to 180,000 DWT. The location of Dhamra Port, in close proximity to the mineral belt of Orissa, Jharkhand and West Bengal and its deep draft suitable for large vessels has made Dhamra Port a cost-effective and efficient port on the eastern coast of India. The sister-port agreement between Port of Seattle and Dharma will provide opportunities for information sharing on port operations, management, construction, and technology through bi-annual conferences, trade delegation visits or

¹

http://newsroom.cisco.com/dlls/2011/prod_030811.htm

²

<http://www.abound.com/Content.asp?cid=24>

³

http://solarsis.in/press_release.html

informal contacts. The Port of Seattle CEO had a meeting with Orissa State Chief Minister Mr Naveen Patnaik and his cabinet to discuss various future collaborations with Orissa ports for development of sea-trade and cruise activities⁴.

Zynga Inc of San Francisco, California, USA announced on 10th march, 2011 the opening of Studio – 1 in Bangalore, India. This will be its largest studio outside of USA. This center will develop new features for about eight current games from Zynga including Vampire wars, YoVille and FishVille. The studio will take full ownership and responsibility for the conceptualization of new features, development and online marketing. Further down the line the studio may conceptualize and develop entirely new games. Zynga already has a development center in Bangalore employing 100 which will double by the end of 2011⁵.

California Pizza Kitchen (CPK) Inc a Los Angeles, California, USA based company announced on 10th March, 2011 that it had opened a second restaurant in Mumbai, India in conjunction with its franchisee JSM GGC India Pvt. Ltd. (JSMGGC). JSMGGC plans to open 15 new outlets in India over the next five years⁶. The company is already planning to open a third outlet by the end of May 2011.

II. Details Of Visits Of Delegations From India

4

<http://www.bradenton.com/2011/03/21/3049857/wasitr-ac-facilitated-the-first.html>

5

http://news.yahoo.com/s/pcworld/20110310/tc_pcworld/farmvillegamedeveloperopensstudioinindia_1

6

<http://www.expresshospitality.com/20110331/market15.shtml>

Shri Anil Kumar Singh, Deputy Chief Project Manager/RCF/RBL Rail Coach Factory Rae Bareli Project, visited M/s Sunag Corporation, Seattle, Washington state, USA to inspect Hydraulic Lifts being procured from the US company from 23rd February to 25th February 2011.

Dr Sandip Chatterjee, Scientist E Department of Information Technology attended the “Second Symposium on the Recycling of Electronic Wastes” organized by The Minerals, Metals, and Materials Society (TMS) at San Diego Convention Centre, San Diego, California, USA during 27th February to 3rd March 2011.

III. Details Of Visits Of Delegations To India

A few companies from California, USA and other regions of USA set up stalls at the AAHAR 2011 International Trade Fair in New Delhi, under the support of ITPO from March 10-14, 2011. Food Products, all kinds of Foods and processed food, beverages, food processing and packaging machinery, etc. were showcased at this event. The US companies included California Prune Board, Conagra Foods Inc, US Apple Export Council, Cambro Manufacturing Company, US Pecan Growers Council, Food Export Association of Midwest USA and Food Export USA North East.

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

Some studies published indicate that Bay Area CEO’s and executives are confident the region’s economy is stabilizing and meeting expectations in the post-recession recovery.

COMMERCIAL REPORT

The responses of the 485 CEO's and top executives in the nine Bay Area counties reported in a Bay Area Council report indicates that overall, 58% think Bay Area economic conditions are better than six months ago, up 11 points from last quarter's survey. In addition, 61% said they expect a better Bay Area economy six months from now, up 8 points from last quarter. Things are also looking up for hiring - 31% of executives stated they planned to increase their workforce. The picture improves further in San Francisco and Santa Clara counties with 45% and 38% of executives in those counties, respectively, planning to hire within the next six months. Additionally, executives in specific industries are showing much more confidence that things will be better in six months in their sector. 60% of executives in information technology, 62% of financial services executives and 67% of leisure and hospitality executives expect their industry conditions to improve.

V. Investments In The Jurisdiction Of The Consulate

None

VI. TRADE ENQUIRIES RECEIVED AND ATTENDED TO

Query From	Details
Angelino Group LLC Tel: 424-202-6989 Email: Jordan@angelinogroup.com	USA private equity firm Interested in investing in Waste Management technology in India.
Natural Gems & Jewelry Inc Tel: +91-141-257-5574 Email: info@naturalgemsandjewelry.com	Interested in Exporting from India of Gems, Diamonds, Jewelry products into USA.
East International Tel: +91-79-26854965	Interested in Exporting from India of Gems,

Email: eastad1@gmail.com	faceted stones products into USA.
Kirit Shah Tel: 1-408-728-3248 Email: shahkiritk@gmail.com	Interested in Exporting from USA to India of cosmetic products and wanting information on requirements of certification procedures.
KT Bhadra Email: businessgalaxy001@gmail.com	Interested in Exporting from India of Handicrafts and Gifts, Home Textiles, fashion Apparel and Accessories, Coco Peat and Coco Coir products into USA
Super Impex Tel:+91-22-66340200/66615090 Email: rakesh@superimpex.com	Interested in Export from India of Electrical Accessories into USA
America Galindez International Inc. Tel: 1-760-321-2556 Email: americagalindez@yahoo.com	Interested in Exporters/Manufacturers of Bed Linen and Towels for Import into USA
Amin Farm India Tel:+91-079-26582494 Email: vasusachdev@yahoo.com	Interested in Exporting from India of fresh Lemon, Amla, Gooseberry, Sapota, Palmarosa oil, Blueberry products into USA
CAS Holdings Inc Tel: 360-501-3354 Email:jcarlson@caslab.com	Interested in information and procedures for opening subsidiary in Hyderabad, India
Pushpinder Dhillon Tel: 805-488-7139 Email:jaswinder_hotmail.com	Interested in information and customs rules on importing of pets into India from USA
Delta Tau Data Systems India Private Limited Tel: 818-717-5639 Email:tzirmite@deltatau.com	Interested in information and procedures for opening subsidiary in India
Prabhakaran Exports	Interested Exporting

Tel:04562-221045 Email:ctopvin_karan81@yahoo.co.in	from India of Match Boxes and Offset Printing Jobs into USA
Shadow Beverage Group Tel:661-802-7459 Email:pjheintz@gmail.com	Interested in Exporting from Usa of wines, Spirits products into India

of over 50%. This was followed by Paper at \$28.113 million making up 23.8% of total exports from the state to India. Computer and Electronic Products exports from the state to India represented \$21.639 million at 18.3% of the total exports to India.

Imports from India into USA via Oregon was \$111 million compared to \$120 million in 2009, a 8% drop giving the rank in worldwide imports into the state of 16th . The decrease is even larger when compared to 2008 when Oregon’s imports from India stood at \$229 million with a ranking of 13th.

VI. Number Of Trade Disputes Pending/Resolved

Resolved – Nil

Pending – Suzuki Engineers has complained of non-payment of outstanding debt due from a Riverside, California, US based company, California Continental for engine valves supplied in the sum of \$13,970. The Consulate has forwarded Suzuki’s complaint to the US company and is awaiting their reply.

VII. Number Of Business Visas Issued

Business Visas issued in March- 2014

VIII. Details Of Tenders Procured On Behalf Of Indian Companies/Organizations

None

April 1, 2011

IX. Potential Areas For Trade And Investment

Oregon State: The twenty-eighth largest state exporter to India from the USA in 2010 was Oregon. This has slightly decreased from \$127.5 million in 2009 to \$118.1 million in 2010. Chemicals was the largest export from Oregon to India in 2010 at \$43.173 million which made up 36.5% of total exports from the state to India. Chemicals was the main reason for the drop in exports to India from the state which has fallen from the 2009 figure of \$82.142 million, representing a drop

For any queries, please contact:

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COMMERCIAL REPORT

Total U.S. Imports via OREGON

Top 25 6-digit HS Commodities Based on 2010 Dollar Value

U.S. Imports by State of Final Destination ([State Import Series](#)). Values in millions of dollars.

Percent Change is from 2009 - 2010.

Rank	HS Code	Description	2008 Value	2009 Value	2010 Value	2008 % Share	2009 % Share	2010 % Share	% Change, 2009 - 2010
---	---	Total OREGON Imports and % Share of U.S. Total	16,897	11,944	13,471	0.8	0.8	0.7	12.8
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1	870323	PASS VEH SPK-IG INT COM RCPR P ENG >1500 NOV 3M CC	1,408	827	1,324	8.3	6.9	9.8	60.1
2	310420	POTASSIUM CHLORIDE	777	502	888	4.6	4.2	6.6	77.0
3	870322	PASS MTR VEH, SPARK IGN ENG, >1000CC BUT =<1500CC	892	863	828	5.3	7.2	6.1	-4.0
4	848620	MACHINES FOR MAN. SEMICONDUCTOR DEVICES/ELEC IC	358	572	385	2.1	4.8	2.9	-32.6
5	720712	SMFD IRN/NAL STL LT .25 PCT CRB RECT CS WID 2X THK	561	83	367	3.3	0.7	2.7	342.0
6	381800	CHEM ELEM DOPED, USED IN ELECTRON, DISCS WAFERS ET	260	269	347	1.5	2.3	2.6	28.9
7	847150	DIGITAL PROCESSING UNITS, N.E.S.O.I.	214	146	288	1.3	1.2	2.1	97.1
8	844399	PTS & ACC OF PRINTERS, COPIERS AND FAX MACH, NESOI	157	170	224	0.9	1.4	1.7	31.3
9	870324	PASS VEH SPK-IG INT COM RCPR P ENG > 3000 CC	349	180	206	2.1	1.5	1.5	14.4
10	848690	PARTS & ACCSESORIES FOR MACH TO MAN. SEMICNT, ETC	118	155	165	0.7	1.3	1.2	6.9
11	847330	PARTS & ACCESSORIES FOR ADP MACHINES & UNITS	212	128	156	1.3	1.1	1.2	22.6
12	271011	LIGHT OILS & PREP (NOT CRUDE) FROM PETROL & BITUM	116	89	156	0.7	0.7	1.2	75.3
13	880240	AIRPLANE & OT A/C,	145	175	120	0.9	1.5	0.9	-31.2

COMMERCIAL REPORT

		UNLADEN WEIGHT > 15,000 KG							
14	401120	NEW PNEUMATIC TIRES OF RUBBER, FOR BUSES OR TRUCKS	92	83	114	0.5	0.7	0.8	37.1
15	847170	AUTOMATIC DATA PROCESSING STORAGE UNITS, N.E.S.O.I	103	87	108	0.6	0.7	0.8	23.9
16	310210	UREA, WHETHER OR NOT IN AQUEOUS SOLUTION	52	35	106	0.3	0.3	0.8	202.1
17	280461	SILICON CONTAIN BY WT NT < 99.99% OF SILICON	56	49	102	0.3	0.4	0.8	110.6
18	440710	CONIFEROUS WOOD SAWN, SLICED ETC, OVER 6 MM THICK	146	91	101	0.9	0.8	0.7	10.8
19	401110	NEW PNEUMATIC TIRES OF RUBBER, FOR MOTOR CARS	119	85	100	0.7	0.7	0.7	18.7
20	722490	SEMIFINISHED PRODUCTS OF ALLOY STEEL NOT STAINLESS	293	22	96	1.7	0.2	0.7	331.1
21	730210	RAILWAY OR TRAMWAY RAILS OF IRON OR STEEL	25	62	95	0.1	0.5	0.7	54.4
22	611030	SWEATERS, PULLOVERS ETC, KNIT ETC, MANMADE FIBERS	89	85	94	0.5	0.7	0.7	11.4
23	854442	ELEC CONDUCTORS, LT=1000 V, W/ CONNECTORS, NESOI	91	74	88	0.5	0.6	0.7	19.7
24	854231	PROCESSORS AND CONTROLLERS, ELECTRONIC INTEG CIRCT	88	78	74	0.5	0.6	0.6	-4.2
25	847180	AUTOMATIC DATA PROCESSING UNITS, N.E.S.O.I.	14	24	70	0.1	0.2	0.5	191.2