

**CONSULATE GENERAL OF INDIA
SAN FRANCISCO**

MONTHLY COMMERCIAL REPORT— SEPTEMBER 2011

I. Major Commercial and Trade-Related Events

Mumbai, India based information technology (IT) firm Datamatics Global Services acquired a 72% stake in Cignex¹, a Santa Clara, California based leading vendor of commercial Open Source (OS) and SAP Enterprise Content Management solutions for businesses as well as government agencies, in a cash deal worth \$17.39 million. The deal was concluded on 19th September, 2011 when Cignex would be known as Cignex Datamatics Corporation. This will provide Datamatics accessibility to three new markets - California, some regions of the Middle East and Singapore. The acquisition is a tactical growth of Datamatics, since it also provides similar services to the same business sections. Earlier this quarter, the company acquired Vista, an embedded solution maker which gave it access to its leadership status in automotive and aeronautical segments².

Sionix Corporation of Los Angeles, California, USA announced on 25th August, 2011 that it had executed a Memorandum of Understanding (MOU) with Mumbai, India based Superklean Environmental Engineers Pvt. Ltd (SEEPL). Sionix is a designer of innovative and patented advanced mobile water treatment systems (MWTS), intended for use in energy, government facilities,

healthcare facilities, emergency water supplies during natural disasters, housing development projects, and various industrial processes including subterranean fracturing used in oil and gas drilling. These systems can be located adjacent to contaminated water sites or as a pre-treatment for reverse osmosis and other membrane applications. Industries involved in dairy, agribusiness, meat processing, mining, poultry operations and many others can benefit from Sionix' cost-effective, easily maintained, portable water treatment systems. SEEPL is a water and wastewater treatment company. A joint venture company (JV) has been formed under the MOU called Sionix SK India Pvt. Ltd (Sionix SK) to address water treatment requirements on the Indian Sub-Continent. As part of a formal agreement, Sionix intends to grant a license to the JV for fabricating and assembling the MWTS in India for applications on the sub-continent under a royalty arrangement. A long term consulting engagement between Sionix and Sionix SK is also expected to be included in the formal documentation. Ownership of the JV is expected to be equally apportioned to Sionix and SEEPL³.

Denver, Colorado based Quiznos announced on 29th August, 2011 that it had signed a master agreement to bring Quiznos to northern and western India, with New Delhi based Sub One Hospitality Services. Earlier Quiznos had the grand opening for its first

¹ <http://www.cignex.com/news/cignex-global-holding-corporation-acquired-datamatics>

² <http://www.sourcingline.com/resources/story/datamatics-acquires-major-stake-cignex-1739-million>

³ <http://www.marketwire.com/press-release/sionix-announces-memorandum-understanding-with-superklean-environmental-engineers-pvt-otcbb-sinx-1553717.htm>

location in southern India, in partnership with southern India franchise holder Arjun Valluri. The flagship restaurant, located in Film Nagar, Hyderabad, is Quiznos largest international location. Sub One Hospitality services manages and runs more than 52 restaurants in 14 cities in India⁴.

San Francisco, California headquartered Wells Fargo Bank announced on 30th September, 2011 that it had signed an MOU with Chennai headquartered Indian Bank. Based on its MOU with Indian bank, Wells Fargo will provide trade processing capabilities, including the Hong Kong letter of credit (LC) re-issuance option in locations where Wells Fargo has branch outlets in order to improve efficiency in LC processing for Indian Bank’s customers. Wells Fargo will also offer document examination services which will help Indian bank’s domestic branch network to improve efficiency and reduce operational risk⁵.

II. Details Of Visits Of Delegations From India

Mr S K Singh, Assistant Director (AED-Bangalore), accompanied by 4 others attended a training program called Technical, Management, Operations Development Training (TMODT) from 11th July to 3rd August, 2011 held at Phoenix, Arizona organized under aviation Cooperation Project (ACP) between Governments of India and USA.

Dr C V S Sastry, Sc G, Director, (ANURAG) led a deputation to visit M/s Analytical Solutions

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http://www.denverpost.com/breakingnews/ci_1878185

⁵

<http://pymnts.com/wells-fargo-and-indian-bank-announce-trade-services-agreement-20110930005222/>

Inc. held at Albuquerque, New Mexico from 31st August to 3rd September, 2011 and M/s Sypher Media International from September 4th to 6th, 2011 held at West Minister, California.

Mr Y S Hooda, Director (B&S) Testing, RDSO visited M/s Bridge Diagnostic Inc. at Boulder, Colorado for inspection of Non Destructive Complete Structural testing System being procured from them.

III. Details Of Visits Of Delegations To India

None.

IV. Investments In The Jurisdiction Of The Consulate

No details available.

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

San Francisco hosted a series of meetings in connection with the upcoming APEC Economic Leaders Meeting in Hawaii in November 2011.

September 13, 2011	Transportation & Energy Ministerial Conference	San Francisco, California
September 14, 2011	Transportation Ministerial Meeting	San Francisco, California
September 13 – 16, 2011	Women and the Economy Summit (WES)	San Francisco, California

Global and local leaders, including Secretary of State Hillary Rodham Clinton, Secretary of Transportation Ray LaHood and Gov. Jerry Brown, converged on San Francisco. Secretary of State Hillary Clinton delivered keynote remarks on the inclusion of women as an economic growth strategy at the first-ever APEC Women and the Economy Summit (WES) on September 16, 2011.

VI. TRADE ENQUIRIES RECEIVED AND ATTENDED TO

Query From	Details
Pravin Saraff Tel:91-3323377811 Email:jayjay@vsnl.net	Interested in exporting from India of Garments, Apparel, Sarees, Towel Products into the USA.
Maulik Shah Tel:91-9594899995 Email:info@amiabileimpex.com	Interested in exporting Electrical products from India into the USA.
Vic Sharyan Tel:818-850-8677 Email:vsharyan04@yahoo.com	Interested in exporting from USA into India of Cell Phones and obtaining information on duty and taxes payable in India.
Rakesh Shah of Hans Enterprise Tel:91-9769624102 Email:hansenterprise@gmail.com	Interested in exporting from India of Spices, Rice, Onions, Bearings, Scrap, fruit, decorative items and Lace into the USA.
S Kumar & Company Tel:09460020458 Email:skumar4303@gmail.com	Interested in exporting from India of Herbal products, Spices, Tea and Agricultural products into the USA.
Khushi Mughal Tel:919783140801 Email:handicrafts360@gmail.com	Interested in Exporting from India of Handicrafts and Jewelry into the USA.
Prasad Kulkarni Tel: Email:prasad123kulkarni@gmail.com	Interested in Exporting from India of Sugar, gemstones and Fertilizers into the USA.
Srinivasu Anupindi Tel:407-490-6321 Email:srinivas@tipusoft.com	Interested in opening a subsidiary in India and obtaining information on processes involved.
Edwina Antony of Sutures India Pvt Ltd Tel:91-8041868000 Email:Edwina@suturesin.com	Interested in Exporting from India of Surgical products into the USA.

VII. Number Of Trade Disputes Pending/Resolved

Resolved – Nil

Pending – 1 Dispute between MDC Aircraft Service of USA and Kingfisher Airlines of

India, regarding non-payment of dues. Consulate is in touch with both sides.

- 2 Dispute between Anjana Exports of India and John Bagley Designs of USA for non-payment of dues. Consulate is in touch with both sides.

VIII. Number Of Business Visas Issued

Business Visas issued in September - 1655

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

None

X. Potential Areas For Trade And Investment

New Mexico State: The forty-sixth largest state exporter to India from the USA in 2010 was New Mexico. Exports have increased from \$7.259 million in 2009 to \$10.849 million in 2010, a 49.46% increase over 2009. Primary Metal Mfg. were the largest export from New Mexico to India in 2010 at \$2.611 million which made up 24.06% of total exports from the state to India (2009 \$286,697). Chemicals was the second largest export from New Mexico to India in 2010 at \$2.366 million which made up 21.81% of total exports from the state to India (2009 \$1.364 million). Computer and Electronic products was the third largest export item to India from the state at \$2.171 million in 2010 (20.01% of total exports from the state) compared to \$1.397 million in 2009. In the first half year to June 2011 Primary Metal Mfg. exports to India was the largest export item at \$2.195 million compared to half year to June 2010 period of \$1.286 million.

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For any queries, please contact:

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Total U.S. Imports via NEW MEXICO

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
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1	847330	PARTS & ACCESSORIES FOR ADP MACHINES & UNITS	12	139	570	0.5	6.9	18.0	311.0
2	848620	MACHINES FOR MAN. SEMICONDUCTOR DEVICES/ELECTRIC	201	133	294	8.8	6.7	9.3	120.0
3	847170	AUTOMATIC DATA PROCESSING STORAGE UNITS, N.E.S.O.I	1	90	241	0.0	4.5	7.6	168.5
4	854231	PROCESSORS AND CONTROLLERS, ELECTRONIC INTEGRATED CIRCUITS	3	5	169	0.1	0.2	5.3	(Z)
5	840120	ISOTOPIC SEPARATION MACHINERY, APPARATUS AND PARTS	0	60	130	0.0	3.0	4.1	116.0
6	841330	FUEL, LUB/COOLING MEDIUM PUMPS FOR INTERNAL COMBUSTION ENGINES	131	83	118	5.7	4.1	3.7	42.8
7	848180	TAPS COCKS ETC FOR PIPE VALVES INCLUDING THERMO CONTROL N.E.S.O.I	100	84	101	4.4	4.2	3.2	21.2
8	848690	PARTS & ACCESSORIES FOR MACHINERY TO MAN. SEMICONDUCTOR, ETC	65	51	98	2.8	2.5	3.1	92.8
9	851290	POINT TO POINT ELECTRIC LIGHTING/SIGNALING EQUIPMENT WINDSHIELD WIPER DEFROSTER ETC	29	72	96	1.3	3.6	3.0	32.5
10	854140	PHOTOSENSITIVE SEMICONDUCTOR DEVICE INCLUDING PHOTOVOLTAIC CELL ETC	20	3	92	0.9	0.1	2.9	(Z)

COMMERCIAL REPORT

11	010290	BOVINE ANIMALS, LIVE, NESOI	30	34	66	1.3	1.7	2.1	97.0
12	850300	PARTS OF ELECTRIC MOTORS, GENERATORS & SETS	66	150	41	2.9	7.5	1.3	-72.4
13	284410	NATURAL URANIUM & COMPOUNDS, ALLOYS & CERAMICS ETC	0	0	35	0.0	0.0	1.1	0.0
14	847180	AUTOMATIC DATA PROCESSING UNITS, N.E.S.O.I.	3	3	31	0.1	0.1	1.0	(Z)
15	070960	FRUITS OF GENUS CAPSICUM OR PIMENTA, FRESH/CHILLED	21	30	27	0.9	1.5	0.8	-12.1
16	903290	PTS, AUTOM REGULATING/CONTROLLING INST & APPRTS	33	15	22	1.5	0.7	0.7	45.6
17	381800	CHEM ELEM DOPED, USED IN ELECTRON, DISCS WAFERS ET	44	24	21	1.9	1.2	0.7	-12.4
18	080290	NUTS NESOI, FRESH OR DRIED, SHELLED OR NOT	19	21	21	0.8	1.1	0.6	-3.0
19	903180	MEAS & CHECKNG INSTRUMENT, APPLIANCES & MACH NESOI	28	18	20	1.2	0.9	0.6	7.6
20	854370	ELEC MACH AND APP, HAVING INDIV FUNCTIONS, NESOI	36	28	20	1.6	1.4	0.6	-29.6
21	902690	PTS, INST & APPRTS MEASURE/CHECK VARIABLES LIQ/GAS	4	2	18	0.2	0.1	0.6	(Z)
22	842310	PERSONAL WEIGHING MACHINES; HOUSEHOLD SCALES	13	17	18	0.6	0.9	0.6	2.3
23	847350	PTS SUITBLE FR USE W MAC OF 2/MORE HEAD 8469-8472	0	6	17	0.0	0.3	0.5	214.8
24	590310	TEXTILE FABRICS, IMPREGNATED ETC NESOI WITH PVC	4	7	16	0.2	0.4	0.5	118.2
25	848640	MACHINES SPECIFIED IN NOTE 9(C) TO CHAPTER 84	4	17	14	0.2	0.9	0.5	-15.2

'(Z)' indicates a percent change greater than 500. Revised June 9, 2011.