

**CONSULATE GENERAL OF INDIA**  
**SAN FRANCISCO**  
**MONTHLY COMMERCIAL REPORT DECEMBER 2019**

**TRADE NEWS HIGHLIGHTS –December 2019**

**1. Amrut Whisky Gaining Popularity in U.S.; Number 1 Export**

**Market**

On 18 December, Amrut Whisky Gaining Popularity in U.S. India guzzles more whisky than any other country in the world? Statistics show 1.5 billion liters were consumed in 2014, dwarfing America's 462 million liters, the number two in the market. The sobering fact is at odds with the common belief that Indians tend to be teetotalers and with politicians ever so often trying to toady to that myth with calls for "dry days" and "dry states."

There are said to be more distilleries in India than in Scotland. But what was being brewed (it should be distilled) for the longest time was met with disdain by outsiders: the molasses used made the drink closer in taste to rum than whisky. Neelakanta Rao Jagdale, who ran Amrut Distilleries, figured there was a way to change this. With barley grown in India and a wee bit of peated barley imported from Scotland, he experimented with the making of a single malt. He hit upon a product that was less sweet and had the smooth and grassy flavors that come with scotch.

**2. Clumio Inc. raises \$135M Series C Funding Round**

Clumio Inc. California based came out of stealth in August and reported \$51 million in funding over its first two rounds. The company announced that it has raised an additional \$135 million in series C funding on 20 December. The funding round was led by Sutter Hill Ventures managing director Mike Speiser and new investor Altimeter Capital. Existing backer Index Ventures participated in the latest raise, which brings the company's total raised to date to \$186 million.

Clumio Inc. is a software startup based in Santa Clara, California and founded by Poojan Kumar. The company's flagship product is a suite of cloud-based backup solutions. For the past two years, Clumio SaaS has

been building on AWS and is said to tap the cloud to securely manage backup and recovery from remote sites or datacenters. The service is stated to protect workloads like VMware Cloud on AWS and native AWS services by automatically replicating data in less than 15 minutes, and it automatically scales up resources while ensuring backups remain encrypted. Users need to only pay for the server based on the number of VMs protected.

The funding today will be used for growth acceleration of the company's engineering team. Also the cash will support the company's go-to-market operations in the U.S. and its channel strategy globally, as well as its consolidated data protection R&D efforts.

### **3. Walmart Empowers MSMEs to Accelerate Growth and Access New Markets**

On 9 December Walmart Inc. (NYSE:WMT) today announced the creation of the Walmart Vriddhi Supplier Development Program (Walmart Vriddhi) to train and prepare 50,000 Indian small businesses to "Make in India" for global supply chains. Walmart Vriddhi will actively work with India's micro-, small- and medium-size enterprises (MSMEs) to expand domestic capabilities and participate in the global economy. Suppliers who have the desire and potential to grow will get the tools they need through Walmart Vriddhi. Over the next five years, MSMEs will receive in-person training, a feature unique to this program, as well as expert advice, access to Walmart's deep global experience and a network of peers and mentors in their local communities.

Participants will be equipped for both online and offline growth, helping give them the tools to potentially become a part of the supply chains of Flipkart, Walmart Global Sourcing and Walmart India, or those of other domestic and international companies.

### **4. Amazon joins \$1 trillion club with robust Q4 results**

Amazon joined the \$1-trillion club with Apple, Microsoft and Alphabet after shares climbed nearly 11 per cent in extended trading as the retail giant reported \$87.44 billion in sales – 21 per cent increase (Year-on-Year) — for its fourth quarter that ended on December 31, 2019.

Amazon's Cloud business reported \$9.95 billion in sales, up 34 per cent from the year-ago quarter. Net income increased to \$3.3 billion in the fourth quarter, or \$6.47 per diluted share, compared with net income of \$3 billion, or \$6.04 per diluted share from fourth quarter in 2018. Jeff Bezos, Amazon

founder and CEO said that Prime membership continues to get better for customers year after year.

“And customers are responding as more people joined Prime this quarter than ever before, and we now have over 150 million paid Prime members around the world,

The company mentioned recent investment announcements during Bezos’ India visit which was marred by Delhi’s political heat amid traders’ ire. “Amazon pledged to invest \$1 billion to help digitize traders and micro, small, and medium-sized businesses (MSMBs) across India, with the goal of bringing more than 10 million MSMBs online by 2025,” said the company.

**TOP COMMODITIES OF EXPORTS/IMPORTS TO STATES UNDER THIS POST’S JURISDICTION YTD DECEMBER 2019**

**Top Commodities of India Exports to States under this Post’s Jurisdiction**

<b>HS Code</b>	<b>Product</b>	<b>Value \$</b>	<b>State</b>
<b>82079010</b>	PRIMARY METAL MFG	3,989,016	Alaska
<b>84193100</b>	AGRICULTURAL PRODUCTS	33,028,393	Arizona
<b>61011010</b>	APPAREL MANUFACTURING PRODUCTS	518,264,082	California
<b>84452011</b>	TEXTILE MILLS PRODUCTS	1,167,552	Hawaii
<b>84452011</b>	TEXTILE MILLS PRODUCTS	2,231,818	Idaho
<b>61011010</b>	APPAREL MANUFACTURING PRODUCTS	347,232	Montana
<b>99979100</b>	MISCELLANEOUS MANUFACTURED COMMODITIES	204,622,820	Nevada
<b>61011010</b>	APPAREL MANUFACTURING PRODUCTS	34,564,465	Oregon
<b>98020000</b>	CHEMICALS	22,859,692	Utah
<b>84452011</b>	TEXTILE MILLS PRODUCTS	68,895,357	Washington
<b>99979100</b>	MISCELLANEOUS MANUFACTURED COMMODITIES	2,938,089	Wyoming

**Source: Foreign Trade Division, U.S. Census Bureau as per Nov. 2019 data**

**Top Commodities of Indian Imports from States under this Post's Jurisdiction**

<b>HS Code</b>	<b>Product</b>	<b>Value \$</b>	<b>State</b>
<b>7802000</b>	WASTE AND SCRAP	136,446	Alaska
<b>73110090</b>	TRANSPORTATION EQUIPMENT	482,193,367	Arizona
<b>99979100</b>	MISCELLANEOUS MANUFACTURED COMMODITIES	2,470,259,322	California
<b>7802000</b>	WASTE AND SCRAP	8,981,394	Hawaii
<b>84713010</b>	COMPUTER AND ELECTRONIC PRODUCTS	2,337,066	Idaho
<b>84193100</b>	AGRICULTURAL PRODUCTS	10,662,850	Montana
<b>82079010</b>	PRIMARY METAL MFG	950,153,027	Nevada
<b>84713010</b>	COMPUTER AND ELECTRONIC PRODUCTS	76,667,966	Oregon
<b>98051000</b>	PRIMARY METAL MFG	72,383,586	Utah
<b>73110090</b>	TRANSPORTATION EQUIPMENT	114,000,425	Washington
<b>98020000</b>	CHEMICALS	27,467,825	Wyoming

**Source: Foreign Trade Division, U.S. Census Bureau**

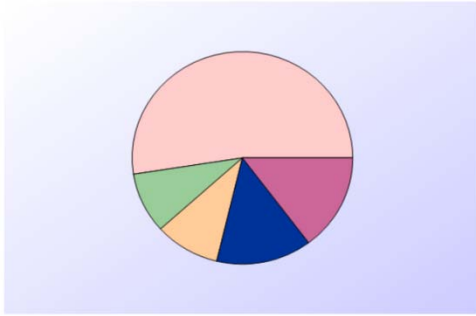
**TOTAL EXPORTS/IMPORTS TO STATES UNDER THIS POST'S JURISDICTION YTD DECEMBER 2019**

**Exports from India to States under this Post's Jurisdiction**

<b>State</b>	<b>2016 (\$)</b>	<b>2017 (\$)</b>	<b>2018 (\$)</b>	<b>YTD) SEPT 2019 (\$)</b>
<b>Alaska</b>	5,273,335	2,944,686	8,372,567	5,730,237
<b>Arizona</b>	213,932,075	237,183,347	245,497,492	195,591,026
<b>California</b>	3,632,108,749	3,949,537,323	4,015,398,894	3,515,596,861
<b>Hawaii</b>	5,790,710	7,353,103	11,471,352	5,771,036
<b>Idaho</b>	11,273,403	17,815,286	20,600,944	10,549,454
<b>Montana</b>	2,281,820	4,979,671	6,103,863	2,918,957
<b>Nevada</b>	262,817,749	389,764,827	300,185,184	315,050,052
<b>Oregon</b>	132,326,754	172,763,994	184,808,069	107,272,319
<b>Utah</b>	98,595,480	103,552,344	120,135,210	113,678,796
<b>Washington</b>	361,830,153	424,890,608	480,015,101	508,728,666
<b>Wyoming</b>	3,386,747	2,651,827	5,160,833	7,389,028

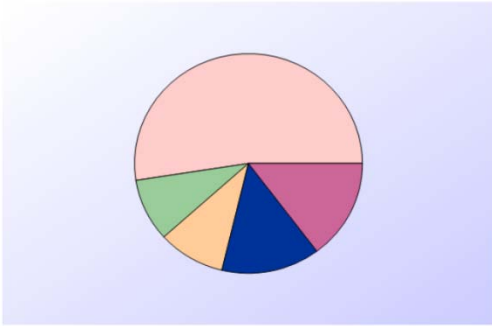
**Source: Foreign Trade Division, U.S. Census Bureau \*Latest data as per Nov 2019**

### Major products of Exports from India to California in 2019



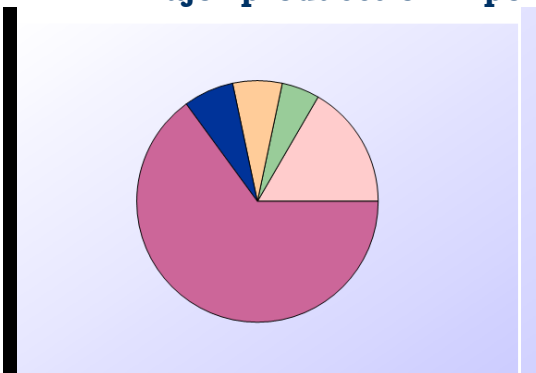
Product	Value (\$)	Percent
315--APPAREL MANUFACTURING PRODUCTS	\$518,264,082	14.7 %
114--FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	\$492,680,184	14 %
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$336,436,557	9.6 %
314--TEXTILE MILLS PRODUCTS	\$323,842,469	9.2 %
All Others	\$1,844,373,569	52.5 %
<b>Grand Total</b>	<b>\$3,515,596,861</b>	<b>100 %</b>

### Major products of Exports from India to Washington in 2019



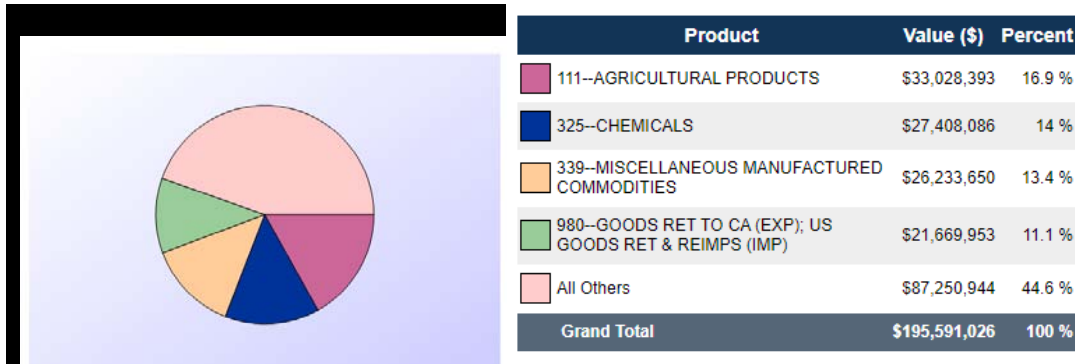
Product	Value (\$)	Percent
314--TEXTILE MILLS PRODUCTS	\$68,895,357	13.5 %
331--PRIMARY METAL MFG	\$67,372,057	13.2 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$51,778,691	10.2 %
315--APPAREL MANUFACTURING PRODUCTS	\$51,070,313	10 %
All Others	\$269,612,248	53 %
<b>Grand Total</b>	<b>\$508,728,666</b>	<b>100 %</b>

### Major products of Exports from India to Nevada in 2019



Product	Value (\$)	Percent
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$204,622,820	64.9 %
316--LEATHER & ALLIED PRODUCTS	\$21,244,502	6.7 %
315--APPAREL MANUFACTURING PRODUCTS	\$20,823,142	6.6 %
311--FOOD MANUFACTURES	\$15,988,111	5.1 %
All Others	\$52,371,477	16.6 %
<b>Grand Total</b>	<b>\$315,050,052</b>	<b>100 %</b>

## Major products of Exports from India to Arizona in 2019

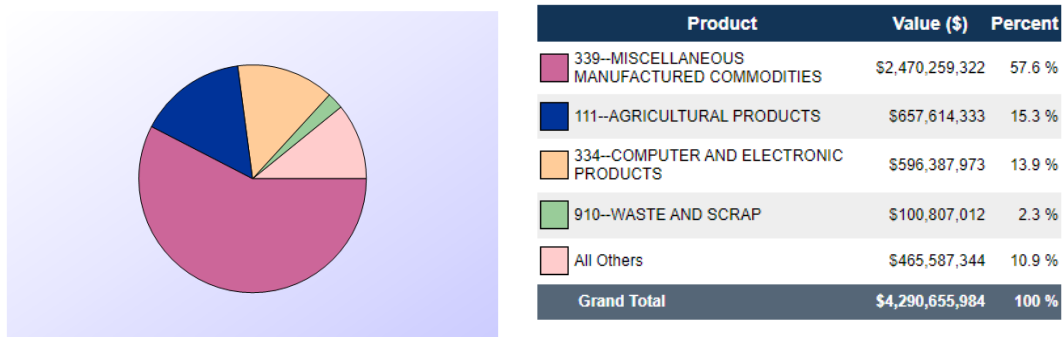


## Imports by India from States under this Post's Jurisdiction

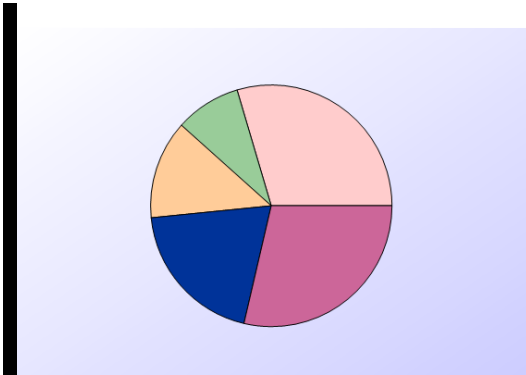
State	2016 (\$)	2017 (\$)	2018 (\$)	(YTD) SEPT 2019 (\$)
<b>Alaska</b>	2,026,284	769,332	646,532	426,331
<b>Arizona</b>	114,368,708	157,528,131	131,458,629	589,727,333
<b>California</b>	5,129,286,116	5,014,214,769	6,121,547,199	4,290,655,984
<b>Hawaii</b>	15,308,110	10,070,427	11,546,406	15,087,897
<b>Idaho</b>	33,904,830	43,634,543	10,426,063	10,425,185
<b>Montana</b>	52,150,420	23,590,911	8,546,025	17,420,118
<b>Nevada</b>	812,179,250	1,798,617,635	1,672,336,718	1,110,274,865
<b>Oregon</b>	123,006,058	110,592,122	150,023,911	134,815,290
<b>Utah</b>	101,459,188	58,710,833	224,284,439	119,377,845
<b>Washington</b>	816,180,471	980,670,243	280,843,372	398,103,878
<b>Wyoming</b>	12,912,385	17,098,991	21,601,728	27,628,391

Source: Foreign Trade Division, U.S. Census Bureau \*Latest data as per Nov. 2019

## Major products of Imports by India from California in 2019

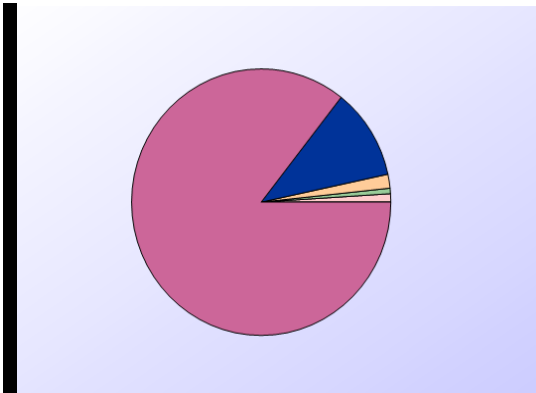


## Major products of Imports by India from Washington in 2019



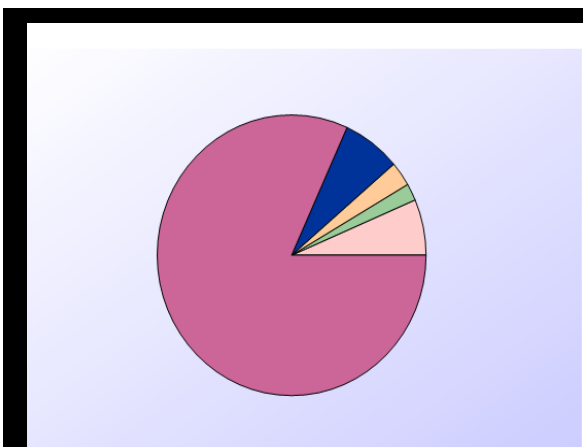
Product	Value (\$)	Percent
336--TRANSPORTATION EQUIPMENT	\$114,000,425	28.6 %
111--AGRICULTURAL PRODUCTS	\$78,753,231	19.8 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$52,551,595	13.2 %
325--CHEMICALS	\$35,039,147	8.8 %
All Others	\$117,759,480	29.6 %
<b>Grand Total</b>	<b>\$398,103,878</b>	<b>100 %</b>

## Major products of Imports by India from Nevada in 2019



Product	Value (\$)	Percent
331--PRIMARY METAL MFG	\$950,153,027	85.6 %
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$122,753,843	11.1 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$18,693,613	1.7 %
333--MACHINERY, EXCEPT ELECTRICAL	\$7,354,727	0.7 %
All Others	\$11,319,655	1 %
<b>Grand Total</b>	<b>\$1,110,274,865</b>	<b>100 %</b>

## Major products of Imports by India from Arizona in 2019



Product	Value (\$)	Percent
336--TRANSPORTATION EQUIPMENT	\$482,193,367	81.8 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$41,128,185	7 %
111--AGRICULTURAL PRODUCTS	\$16,711,432	2.8 %
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	\$11,615,546	2 %
All Others	\$38,078,803	6.5 %
<b>Grand Total</b>	<b>\$589,727,333</b>	<b>100 %</b>

## TRADE ENQUIRES

Here are some of the trade enquiries that this post received during month of December 2019 and they have been attended to appropriately.

<b>Company</b>	<b>Exports from India</b>
Marx Engitech	Metal Parts & Components
KK PAPERS	waste paper suppliers
K2 Exporters	copper scrap, aluminum scrap, steel scrap
NRB INDUSTRIAL BEARINGS LIMITED	Industrial bearings
ASWAKOV	Fiber, yarn, fabric
Mona Exports	Home textiles, home furnishings, accessories
FLAVOUR CERAMIC	Wall Tiles, Floor Tiles, Vitrified Tiles, Porcelain Tiles