

**CONSULATE GENERAL OF INDIA
SAN FRANCISCO**

MONTHLY COMMERCIAL REPORT—FEBRUARY 2011

I. Major Commercial and Trade-Related Events

US based sandwich maker Quiznos International (Headquartered in Denver Colorado) is to open five sites in India by the end of the year. Quiznos awarded master franchising rights for Southern India, including Bangalore, Kochi, Chennai and Hyderabad to Arjun Valluri, a successful franchisee who has brought a variety of restaurant concepts to southern India. The speculated multi-million dollar expansion by the 30 year old pioneer of submarine sandwiches is being fueled by historic low entry development costs into foreign countries, according to the company's prepared online statement¹.

Gujarat based Pipavav Shipyard and Los Angeles, California based defense major Northrop Grumman signed a Memorandum of Understanding (MOU) at the Aero India 2011 show to co-operate and leverage each others strengths while building capabilities for mutual security interests between India and USA. This MOU represents the first step in exploring potential business relationships between Northrop Grumman's electronic Systems sector and the Pipavav Shipyard resulting from synergies in technology, experience and capabilities for the mutual benefits of both countries. It covers the exchange of programmatic and planning

information in accordance with the export laws of both countries and also allows both companies to identify synergies and develop operational concepts that may benefit future potential customers².

US Microsoft³ Corporation of Redmond, Washington state announced on 7 February 2011 in Hyderabad, India that it had launched Office Web Apps in India, which will allow users to access Microsoft Word, Excel, PowerPoint and OneNote for free.

A recently signed agreement between UCLA, an Indian university, and government officials in India will enable the School of Public Affairs' urban planning students to work as summer interns and participate in hands-on projects at India's leading architecture and urban planning university. Some UCLA faculty will present lectures and workshops there as well. On January 10, 2011, Urban Planning Chair Brian Taylor and School of Public Affairs Associate Dean Anastasia Loukaitou-Sideris signed a memorandum of understanding in which their department and the UCLA Institute of Transportation Studies will share knowledge and learning opportunities with the center for Environmental Planning and Technology (CEPT) university, located in the Indian city of Ahmedabad, Gujarat, India⁴.

¹ <http://www.realestatechannel.com/international-markets/commercial-real-estate/commercial-real-estate-deals-quiznos-international-india-restaurant-industry-lee-vala-arjun-valluri-3879.php>

² <http://www.india-defence.com/reports-5012>

³ http://www.domain-b.com/companies/companies_m/Microsoft/20110208_web_apps.html

⁴ <http://publicaffairs.ucla.edu/news/urban-planning/agreement-opens-door-urban-planning-students-faculty-embark-passage-india>

ALPS Advisors Inc (ALPS) of Denver, Colorado, a leading provider of advisory solutions to the financial services industry, has announced the launch of the ALPS Kotak Growth Fund. Sub-advised by Kotak Mahindra Limited, a subsidiary of India's Kotak Mahindra bank, the ALPS Kotak Growth Fund will seek to generate long-term capital appreciation by investing in equities and equity-related instruments of Indian companies with high growth potential. ALPS will serve as the Fund's investment adviser. ALPS conducts business across three primary business lines : Asset Servicing, Asset Gathering, and Asset Management. Headquartered in Denver with offices in Boston, New York, and Seattle, ALPS has been providing various services to the mutual fund industry for nearly 25 years⁵.

Tata Consultancy Services (TCS) of India announced on February 24, 2011 that they were appointed as official technology partner to the pro-cycling team – Team Garmin-Cervelo, formed by Slipstream Sports LLC of Boulder, Colorado, for the racing season 2011. Team Garmin-Cervelo is a top ranked powerhouse in professional cycling with 39 male and female riders from Europe, North America and Australia. TCS will put in place an expert team to work with Team Garmin-Cervelo and determine how technology can be better leveraged to enhance the performance of the team, working hand-in-hand with the team's internal Sport Science group.⁶

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<http://www.businesswire.com/news/home/20110228005156/en/ALPS-Advisors-Brings-India-Growth-Story-U.S.>

⁶ <http://finance.yahoo.com/news/Tata-Consultancy-Services-prnews-2540032186.html?x=0&.v=1>

II. Details Of Visits Of Delegations From India

Las Vegas Magic Fair

Several Indian apparel manufacturers attended the Las Vegas Magic Fair which began on 13 February, 2011. The Indian participants included apparel manufacturers from Delhi, Tirupur, Mumbai, Haryana, Uttar Pradesh and Rajasthan, and were led by Apparel Export Promotion Council (AEPC), the apex body of apparel exporters. Indian manufacturers are expecting export orders around \$150 million from the fair. Indian exports to US have seen an overall increase but India's share in total clothing input has declined by 1%. In 2009, India's share in apparel import to USA was 4.5%, which marginally declined to 4.4% in 2010⁷.

Mr. Gaurav Kumar, Deputy Secretary, Ministry of Mines, Government of India, attended 140th annual meeting of the Minerals, Metals & Materials Society (TMS) from 27th February to 3rd March, 2011 at San Diego. Shri PK Padhi, Director (P&T), national Aluminium Co. Ltd. was also a member of the delegation.

III. Details Of Visits Of Delegations To India

During the High-Tech Trade Mission to India led by US Commerce Secretary Gary Locke from February 6-11, 2011, five companies from California, three from Washington State, two from Oregon and one from Arizona, accompanied him. These companies were from the industrials sectors of civil-nuclear trade, defense, and security, civil aviation, and information and

⁷ http://www.domain-b.com/industry/Textiles/20110216_fashion_fair.html

communication technologies. The companies from this consulate's jurisdiction included Aero Controls Inc, Auburn, Washington, Curtiss-Wright Flow Controls, Brea, California, FLIR Systems Inc, Wilsonville,OR, Fluidic Energy, Scottsdale, Arizona, Intuit Inc, Mountain View, California, nLight Corporation, Vancouver, Washington, North Star Aerospace Inc, Auburn, Washington, NuScale Power Inc, Portland, Washington, Palantir Technologies, Palo Alto, California, Pelican Products Inc, Torrance, California and Rapiscan Systems Inc, Torrance, California.

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

The Bay area Council Economic Institute and Beacon Economics released a study outlining the economic impacts if Silicon Valley were to host a World Expo in Mountain View, California. in 2020. The report found that the increase in overall economic activity in the Bay Area would be in the order of \$5.6 billion and the region would gain 42,000 jobs as a result of the projected 25 million visitors to the Expo.

The Bay Area hosted a briefing on February 21-22, 2011 on the upcoming Asia Pacific economic cooperation (APEC) summit. Set for September 2011, the California APEC meetings will include a first-ever joint ministerial meeting of energy and transportation ministers seeking to expand sustainable and zero emission technologies, government- business summits on women and the economy, digital prosperity, and healthcare innovation and technical meetings covering topics from tourism to disaster management to seaport infrastructure.

V. Investments In The Jurisdiction Of The Consulate

None

VI. TRADE ENQUIRIES RECEIVED AND ATTENDED TO

Query From	Details
Metropole Garments Tel: +91-251-2355-651 Email:metropolegarments@yahoo.com	Interested in Exporting from India of Apparel, Home Textiles, Gift Items, into USA
Dennis Downing acting as agent Tel: 1-800-755-2225 Email: dennis@backsafecom	Interested in identifying dealers/manufacturers of Tyres in India who would like to import a non-toxic tyre sealant from the USA
Director, Trade & Investment for Asia-Pacific, Colorado Office of Economic Development & International Trade Tel: 1-303-892-3813 Email: thomasbinet@state.co.us	Interested in identifying and qualifying suppliers of high quality Steel in India
KD Lumber Tel: 1-503-238-2301 Email: dclow@bridgewellres.com	Interested in obtaining information about Indian customs duties on lumber samples for show in India
Shailesh Jambli Tel:1-425-590-7782 Email: mekhalastj@yahoo.co.in	Interested in Import into India of Pets on relocating to India by US citizen of Indian origin from USA

<p>Cool Head Communications Inc Tel: 1-408-239-4150 Email: stew@coolheadcommunications.com</p>	<p>Interested in obtaining a PAN card in India for doing business in India</p>
<p>Grabristle Monu Email: grabristle_monu@sify.com</p>	<p>Interested in Exporting from India of Handicrafts products into USA</p>

from Utah to India in 2010 at 1.085 billion which made up 96.44% of total exports from the state to India. This category appears to be the largest export by far to India from Utah in the last three years since 2008.

March 1, 2011

VI. Number Of Trade Disputes Pending/Resolved

Resolved – Nil

Pending – Rohit Rikki Kher CEO of Akko Garments Private Ltd an India based company has complained of non-payment of outstanding debt due from a Mesa, Arizona, US based company, Sir Alistair Rai LLC details of which were not given. We have asked him to forward full details of the dispute together with full details of the US company to enable us to help resolve the matter amicably.

VII. Number Of Business Visas Issued

Business Visas issued in February- 1863

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

None

IX. Potential Areas For Trade And Investment

Utah State: The fifth largest state exporter to India from the USA in 2010 was Utah. This has increased from \$649 million in 2009 to \$1.125 billion in 2010. Most of this trade occurred in the last 3 months of 2010. Primary Metal Manufactured goods was the largest export

For any queries, please contact:

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COMMERCIAL REPORT

Total U.S. Imports via UTAH						
Top 25 6-digit HS Commodities Based on 2009 Dollar Value(US Census)						
Rank	HS Code	Description	2008 Value	2009 Value	2009 % Share	% Change, 2008 - 2009
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1	710812	GOLD, NONMONETARY, UNWROUGHT NESOI	909	2,154	32.8	137.0
2	880240	AIRPLANE & OT A/C, UNLADEN WEIGHT > 15,000 KG	104	362	5.5	248.8
3	710691	SILVER, UNWROUGHT NESOI	736	318	4.8	-56.8
4	950691	ARTCL/EQUIP F GEN PHYS EXERC, GYMN ETC NESOI; PTS	282	216	3.3	-23.5
5	870120	ROAD TRACTORS FOR SEMI-TRAILERS	10	130	2.0	(Z)
6	870829	PTS & ACCESS OF BODIES OF MOTOR VEHICLES, NESOI	77	106	1.6	38.2
7	870895	SAFETY AIRBAGS WITH INFLATOR SYSTEM; PARTS THEREOF	134	96	1.5	-28.2
8	010290	BOVINE ANIMALS, LIVE, NESOI	172	82	1.3	-52.2
9	310420	POTASSIUM CHLORIDE	78	76	1.2	-3.3
10	711890	COIN, NESOI	63	75	1.1	18.9
11	844110	CUTTING MACHINES FOR PAPER	55	63	1.0	13.9
12	871200	BICYCLES & OTH CYCLES (INC DEL TRICYCLE) NO MOTOR	74	56	0.8	-24.6
13	950699	ART FOR SPORTS ETC.NESOI F SWIM POOLSF PTS & ACCES	72	43	0.7	-40.4
14	851830	HEAD-EAR-PHONES & COMBINED MICROPHONE/SPEAKER SETS	29	42	0.6	46.4
15	360300	SAFETY FUSES; DETONATING FUSE; PERCUSSION CAPS ETC	36	32	0.5	-11.9
16	940360	WOODEN FURNITURE, NESOI	31	30	0.5	-0.6
17	902290	X-RAY/HI TNSN GENR CNTR PNL & DSK EXM/TRTMNT TB PT	40	29	0.4	-26.5
18	950611	SNOW-SKIS & PARTS & ACCESSORIES, EXCEPT SKI POLES	34	29	0.4	-15.8
19	844190	PTS OF MAC FR MAKE UP PAPER PULP,PAPER/PAPBRD,CUT	23	29	0.4	21.9
20	848180	TAPS COCKS ETC F PIPE VAT INC THERMO CONTROL NESOI	29	28	0.4	-0.7
21	711291	WASTE & SCRAP GOLD EXCL SWPNGS CNTNG OTH PREC MTLs	1	27	0.4	(Z)
22	940161	SEATS W WOODEN FRAMES, UPHOLSTERED, NESOI	30	27	0.4	-10.6
23	843910	MACHY FOR MKG PULP OF FIBROUS CELLULOSIC MATERIAL	0	26	0.4	0.0
24	420292	CONTAINER BAGS, CASES ETC NESOI, PLAST/TEXT MATER	34	25	0.4	-25.8
25	846510	MACH WORK WOOD ETC DIFF OPERATIONS WOUT TOOL CHANG	38	24	0.4	-36.7