The Gujarat Directory of Exporters

[1998]

Gujarat International Trade Promotion Council
(Constituted by Govt. of Gujarat)
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Preface

The Indian economy bestowed with enormous natural resources and skilled manpower has a vast forex earning potential. To increase our share in international trade, liberalised trade policy was announced in 1991. Since then, simplification continued on a regular basis to promote export from our country. The present import policy announced on 13.4.1998 has introduced many novel features including transfer of 340 items to the free list, reducing the zero duty threshold limit in select categories from Rs. 20 crores to Rs. 1 crore, revising the DEPB rates to include among others, 5% special customs duty, facility for setting up private bonded warehouses as well as decentralisation of licensing functions. The State Government on their side have been committed for promotion of export from the State. 100% EOUs are declared under the thrust category list, making them eligible for liberal incentives. To improve infrastructure for export, special emphasis for NRI & foreign direct investment is made in infrastructure development. Port Policy, Power Policy, Road Policy, inviting private investment has also been announced by the State Government. All these factors associated with hardwork by exporters have made it possible for Gujarat to contribute approximately 16-17% of total export of the country.

Gujarat, located on western-most part of the country, having 1/3rd of the coastline, has been a maritime state for many centuries, dealing with African and other western countries. The state has been leader in export of Cut & Polished Diamonds, Drugs & Pharmaceuticals, Marine Products, Agricultural Products like groundnut, psyllium husk, castor oil, etc. The contribution of the state in other sectors like Denim cloth, Readymade garments, Engineering & Plastic items is also significant.

It has been observed by exporters community that there is a need for Exporters’ Directory so that they can find out the sources to meet the requirement of their clients/ importers. Since 1994, when Gujarat Chamber of Commerce & Industry published Exporters Directory, there has not been any publication in the market. It was, therefore, thought fit to compile this information. This publication covers the information of about 902 exporters with other useful information, will be helpful to the exporters as well as to the importers for locating the sources directly from the Gujarat State.

I appreciate the guidance provided by Shri SA Dula and the efforts put in by Shri Bharat Mody and Shri KN Gadvi, who was on deputation to iNDEX Tb, for compiling the information in its present format and put this publication in proper shape. I also take the opportunity to thank M/s Universal Computer Printers, Ahmedabad for the layout and printing this publication in time. I would also like to thank exporters who have provided their information to be included in the Directory without which it would not have been possible to compile such directory.

Gandhinagar
June 1998

K. Srinivas, IAS
Executive Director, iNDEX Tb
Present Export Scenario And Activities of Gujarat International Trade Promotion Council

Introduction

International trade is the exchange of goods and services among countries. Countries tend to specialise in the production and export of those goods and services that they can produce relatively cheaply and to import things that are produced more efficiently elsewhere. International trade enables countries to use their labour, capital, and other resources in the most productive way possible. In this way they can enjoy a larger quantity and variety of goods than if they did not trade with each other. The tendency of countries to specialise in the production and export of things that they can produce best and relatively cheaply is called by economists the principle of comparative advantage. It is sometimes difficult, however, to explain why countries specialise in some products and not in others. What are the factors responsible?

A country's factor endowments include its stocks physical capital, human capital, workers, technology and natural resources. Physical capital consists of machinery, factories, highways, railways, harbours, and other equipment and facilities used in production. Human capital represents investment in the labour and management force through education, on-the-job training, and work experience. Technology refers to the methods of producing goods and services that determine efficiency in production. Many less developed countries, for example, rich in natural resource endowments, need to import manufactured goods. Important factors to be kept in mind while dealing in international trade are:

- the laws for import prevailing in the other countries,
- foreign exchange position of the trading country,
- political relations,
- tariff and non-tariff barriers.

Over and above quality as well as timely delivery are important parameters.

In the late 1980s, before the reorganisation of the former Soviet bloc countries, the United States, Canada, Western Europe, and Japan accounted for more than two-thirds of total world exports. These industrialised countries were one another's best customers is evident from the fact that 78% of their total exports were sold to one another (1988). The less-developed countries, which export mainly primary commodities,
export promotion. Since 1975, India’s export has remained stagnant at a level of 0.5% of World’s International business. In 1995-96, it has marginally looked up at 0.6%.

Foreign trade as a percentage of GDP (in rupee terms) increased from 14.1 per cent in 1990-1991 to 21 per cent in 1995-96. The volume of trade was US $54 billion in 1994-95 and US $71 billion in 1996-97. Net inflows from invisibles rose from US $1.6 billion in 1990-91 to US $3.5 billion in 1995-96; the current account deficit was down from 3.2 per cent to about 1.6 per cent of GDP in 1995-96. India’s total export which had never moved beyond 7.1% of GDP during 1950’s to 1980’s, crossed, for the first time in 1991, to a level of 8% to reach 8.2%. It has further increased to 8.7% and 9.1% (estimated) during 1994-95 and 1995-96. The items for export have gone in significant changes from low value added items to high value added items. Export of agriculture and allied products which was about 45% in 1960-61 has declined to 17% in 1991-92. The value added items like ready-made garments, engineering goods and service sectors, such as computer software and consultancy have grown significantly. India’s export has reached to a level of 33 billion US $ in 1996-97 and it is targeted that at the end of year 2000-2001 it will reach to US $94 billion.

The following table provides information about India’s Export/Import and Bilateral trade.

**TABLE**

<table>
<thead>
<tr>
<th>Year</th>
<th>Exports (US $ billion)</th>
<th>Growth Rate (%)</th>
<th>Imports (US $ billion)</th>
<th>Growth Rate (%)</th>
<th>Balance of Trade</th>
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<td>4.01</td>
<td>38.5</td>
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<td>1997-98</td>
<td>33.97</td>
<td>2.06</td>
<td>40.77</td>
<td>5.80</td>
<td>(-) 6.80</td>
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</table>
THE GUJARAT DIRECTORY OF EXPORTERS
tion (GIDC) is establishing EPIP at Savli near Vadodara for which they have already acquired the land.

4. While announcing new Industrial Policy, Govt. of Gujarat has considered export as a thrust area. 100% EOUs are eligible to receive incentives at higher rate.

5. The state Government has given greater importance to the infrastructure facility for promotion of industries. Special emphasis has been laid for creating infrastructure for export purpose i.e. development of ports, roads connecting the ports, etc.

6. The private sector investment has been allowed in establishing power generating unit, developing of the ports and roads. Pipavav port has already started operation with the private sector investment. Dahej port and a power unit in Gandhar are under implementation. In Port Policy, Government has identified other ports for development with private investment.

7. Foreign investment has always been welcomed by Gujarat. Foreign investors and NRI investors are being assisted by Industrial Extension Bureau as a Nodal Agency. Special efforts have been made for attracting foreign direct investment in infrastructure.

8. In order to promote export from the State, the State Government also constituted GUJARAT INTERNATIONAL TRADE PROMOTION COUNCIL (GITPC) under the chairmanship of Chief Secretary to the State Government with various aims and objectives as mentioned below:

- To establish contacts with prospective buyers abroad.
- To explore possibilities for export markets and identify items of export potential.
- To educate on World marketing and tariffs and duties prevailing overseas.
- To undertake corporate/product publicity abroad.
- To publish regular and specialised publications featuring opportunities at the international level and industry profile of home and abroad.
- To organise conferences and seminars etc. and participate in trade fairs and exhibitions to ensure business transactions.
- To undertake foreign market studies and surveys.
4. GITPC has been instrumental in arranging the meetings of the State Government officials with foreign trade missions and officials from foreign embassies.

5. The Council has created the data base and has been assisting the exporters by way of providing information during their visit and/or through postal enquiries.

6. The Council has established the connectivity with World Trade Centre Network. This network provides facility to advertise the products on Bulletin Board. Facility is also available for retrieving the information from the network under the category of offers to buy, offers to sell and other opportunity. This facility is being utilised by members.

To conclude, export opportunities is knocking the door, organisations are established to assist you. It needs only the initiative on exporters' end to be a partner of International Trade.
<table>
<thead>
<tr>
<th>Country</th>
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<td>879</td>
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<td>87</td>
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<td>India's Total</td>
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<td>136844</td>
<td>-19319</td>
<td>80785</td>
<td>92956</td>
<td>-12171</td>
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</table>

(Source: The DGC&IS, Calcutta)
accounted for 20% of total world exports. More than two-thirds of their exports went to industrialised countries. Exports from the Eastern-bloc countries were less than 10% of the world total. These countries took less than 4% of the total of industrialised-country exports and 7% of the total exports of the less-developed countries.

The World Trade which was estimated in 1993 at around 4500 billion $ is expected to grow to 7500 billion $ by 2001 AD. The beneficiary of additional volume of the trade expected to be generated during these years will be mainly developed countries and developing countries. India should take advantage and get reasonable share in this volume. Before we look at the present status of export in the country, let us look at India’s Policy.

The main objectives of Indian Economic Policy are rapid economic growth and equitable distribution of benefits of growth. The growth of agriculture and industrial development have been identified as important areas of rapid economic growth. Government has taken many decisions over liberalization and streamlining of trade, export policy, procedures, investment rules for promoting international trade of the country. India’s programme of economic reforms, which started in 1991, lays emphasis on bringing about growth in the economy by boosting International Trade. The objective is to:

- Create a liberal environment for trade by simplifying and streamlining the procedure for import and export.
- Rationalise import barriers and bring tariffs down (import duties have come down from the peak of 300 per cent before 1991 to 40% currently).
- Make the rupee fully convertible in the next 2/3 years, although convertibility on Current Account has already been fully implemented.
- Orient the economy from import substitution to export promotion, moving from quantitative restrictions to tariff restructuring and improving competitiveness of the Indian Industry to meet global requirements.

Let us look at the export scenario of the country. The Indian economy is bestowed with rich resources - material and manpower - with vast forex earning potential. It is not unknown that India in the beginning of 20th century accounted for one tenth of the World trade. Even at the time of independence, our share was 2.5% much higher than Japan and in 1960s, it was over 1% higher than that of today’s Asian tigers like Korea, Taiwan, Singapore and Hongkong. India’s trade status have got deteriorated over the years largely owing to our emphasis on import substitution rather than...
Medium Term Export Strategy

Introduction

India has taken important policy initiatives since July 1991 to prepare for a period of rapid export growth and to become a major player in an increasingly inter-dependent world economy. The policy reforms provided a free and conducive environment for trade and included various promotional measures which helped to achieve the high export growth rates in recent years. While the trend of growth is maintained, a slow down was witnessed since June 1996. This called for a comprehensive policy appraisal as also a review of the changing industrial and trading environment with a view to infusing a new growth impetus to the export sector. Recognising the recent slow down in world export growth affecting individual performance of developed and developing countries and the increasingly competitive environment, a medium term strategy has been envisaged to sustain high growth in the export sector and to achieve a larger share for India in world trade.

The medium term strategy recognises that export growth can pick up only if exports continue to be viable and profitable. Export competitiveness needs to be improved in the context of the strengthening of rupee vis-a-vis South East Asian currencies and developed countries’ currencies by removing other constraints affecting India’s exports and trade transaction costs. The objectives of the medium term strategy are to improve competitiveness of Indian exports, enhance the production base for exports in keeping with the trends in world trade, improving efficiency and sharpening the competitive edge, focusing on quality and technology upgradation, addressing the infrastructural bottlenecks and strengthening the institutional infrastructure available for export production and marketing. Some of the elements of medium term strategy addressing the above objectives have already been realised.

- Identification of thrust items like electronics including software and garments where formalities and procedures have been streamlined and simplified besides facilitating free trade flows;
- Procedural simplification has reduced scope for subjective interpretation of policy and procedures and consequent delays;
- Export incentives have been strengthened by taking efforts to maintain an attractive SIT premium and through the fiscal benefit of tax exemption of export profits;
India’s exports during April-December 1997 were valued at US$ 25.01 billion which is 3.37% higher than that of April-December '96. In terms of rupees, the export growth during this period is estimated at 6.00% with an increase of about Rs. 10,000 crores.

Imports during this period were valued at US$ 29.48 billion which is 7.4% higher than in April-December '96. The trade deficit during this period is estimated at US$ 4.47 billion.

Export Scenario - Gujarat: An Overview

Gujarat is also contributing a significant volume of export of cut and polished diamond, organic and inorganic chemicals, dyes & intermediates, Isabgol, drugs & pharmaceuticals, marine products, ready-made garments, granite, castor oil and its derivatives, oil cakes, etc. These items are exported from Kandla and Mumbai, Jawaharlal Nehru Port and also from minor ports located in Gujarat. It has been estimated that Gujarat's export which was worth about Rs. 70 crores in 1967-68 has increased approximately Rs. 9780 crores as per the report prepared for the State Government by Gujarat Industrial & Technical Consultancy Organisation Ltd (GITCO) in April, 1996. According to one estimate, Gujarat contributes about 16 to 17% of the total export of the country which is also a major finding of the above report.

Based on the present export and investment scenario, it is expected that Gujarat will have better share in export of various commodities. Govt. of Gujarat has also taken keen interest in development of infrastructure required for export in terms of development of ports, availability of power, improvement of roads, etc. In addition the State Government has declared 100% EOU's as the Thrust Industries for the purpose of incentives. The brief details of the actions taken by State Government are mentioned below:

1. The first multi-purpose export Promotion Zone (EPZ) has been established at Kandla Free Trade Zone in 1965. The Zone is operating with about 100 units. The total export from this Zone was more than Rs. 460 crores during 1997-98 which is highest since its inception. The State Government has exempted payment of sales tax for purchase of raw material from DTA units located in this zone.

2. The first private sector export promotion zone for locating 100% EOU of the country is established in Surat.

3. The Govt. of India have advised the State Government for setting up Export Promotion Industrial Park (EPIP) where Govt. of India would share the expense to the tune of Rs. 10 crores initially for creation of infrastructure. Gujarat Industrial Development Corpora-
competitiveness and strengthening the production base for exports through specific policy measures. Some of these are summarised in the following sections.

**Sectoral Strategy**

India’s present export basket consists of a limited range of products accounting for a major share of exports such as textiles, gems & jewellery, leather and manufactures, engineering goods, electronics, agro-products, plantations and ores & minerals. The sectoral strategy has the twin objective of (i) widening and deepening our exports of existing products to existing and new markets and (ii) diversification of the export basket in tune with the trends in world exports and exports from developing countries. The sector specific issues in strategy are covered below.

**Gems & Jewellery**

Gem & jewellery constitutes a sizeable segment of the total world merchandise exports with India being a major player in the world diamond market in value and quantity terms with 7 out of 10 cut and polished diamonds in the world market originating from India. Yet our share in studded and gold jewellery in total world trade is about one percent offering immense potential for growth.

Gem & jewellery is the single most important sector accounting for about 13% of our exports. In the current year 1997-98 our export in this sector continues to be sluggish because of domestic and international factors. The drop in the off-take in a major market like Japan has seriously affected the growth of the industry. Considerable efforts have already been made to ease the domestic policy environment to encourage gem & jewellery exports and to ensure product diversification in gold jewellery through a facility to sell rough diamond up to 5% of the value of imports, re-export of rough diamonds upto 10% without value addition by bulk licence holders and issue of second bulk licence to facilitate easy flow of raw materials.

In the gold jewellery sector, India’s share in world trade has improved from 0.65% in 1991 to 1.08% in 1995 while the potential is still immense. In order to give relief to this sector, in consultation with the Ministry of Finance and RBI, the gold import policy have been completely liberalised and the duty structure on import of gold has also been rationalised. Now gold can be freely imported by four nominated agencies and eight authorised banks for both exports and domestic market and an uniform duty of Rs.220/- per 10 gm. will be levied for sale of gold to the domestic market. This will make gold adequately available to all manufacturers. This bold step has been taken to give a boost to our gold industry so that India can compete with others to increase its world share of gold jewellery exports.

In order to give a further boost to this sector, the following measures had been taken in the EXIM Policy 1997-2002:
Present Activities of GITPC

Since inception of GITPC, it has been carrying out activities for providing guidance to set up export business to the new exporters, arranging training on Exim Policy and Procedures, organising seminars, workshops, etc.

It has been instrumental for disseminating the information on market potential and opportunities to assist the exporters. The Council has also been representing State Government on Grievance Committee constituted by Office of Jr. DGFT, State Level Export Promotion Committee (SLEPC) constituted by Reserve Bank of India and Western Chapter of FIEO.

The Council also organised high level business delegation visit under the leadership of the then Chief Minister to South Africa. Also recently in March 1996, GITPC has undertaken a delegation visit to Indonesia, Malaysia, Singapore and Thailand. GITPC is a member of World Trade Centre Network, New York.

Following are the highlights of the major activities carried out by GITPC:

1. Gujarat International Trade Promotion Council registers members on annual basis starting from 1st October upto 30th September next year. About 200 members are registered with the Council.

2. The Council organise training programmes, workshops, open house lecture series for members of GITPC and other exporters.

3. In August 1995, the Council had organised seminar ‘Doing Business with The Netherlands’ which was attended by more than 150 participants. The Seminar discussed possibilities of increasing bilateral trade, transfer of technology, establishing joint ventures, etc. This was followed by another programme of the series organised in August 1996 when main emphasis was laid on one-to-one discussions. Thereafter a high level delegation led by the Foreign Trade Minister of The Netherlands visited Ahmedabad in October 1996 when third programme of the series was organised. During her visit, she also opened trade office of The Netherlands in Ahmedabad. On 8th April, 1997, the Council organised on "Doing Business with Sweden" in association with GCCI. Similarly, on 22nd May, 1998, a presentation on "Doing Business with Taiwan" by Mr Nick Chang, MD, Taipiti World Centre was organised.
so that there is easy availability of raw materials at a competitive price compared to goods imported from secondary markets. Under this provision, private parties will be allowed to operate bonded warehouses of rough diamond for sale to the manufacturers against licence and can also re-export the unsold quantity without any value addition.

**Coloured Gemstones**

In global market of coloured gemstones, synthetic stones and other semi-precious stones, India's competitiveness is limited by the poor quality of local raw materials and consequent over-dependence on imports which attract high duty. In spite of our traditional skills in cutting and polishing of coloured gemstones, we have not been able to encash our comparative advantage in the world market. In order to promote this sector, the following medium term strategy has been outlined:

- Making India a trading centre for rough gemstones by allowing duty free imports for exports of cut and polished stones. This will not only help in developing international trade in India for coloured gemstones but also give an easy access to manufacturers of studded jewellery.

- Zero duty import of synthetic stones (diamonds) for exports. India has very marginal share in the five billion US$ market primarily due to high incidence of costs including custom duty which is at currently 10%.

- Encouraging the State Governments for scientific mining of their gem mines.

- Modernisation of manufacturing centres by upgradation of technology, particularly in standardisation and size-calibration of gemstones.

The efforts of Ministry of Commerce to simplify the availability of gold have since been realised and it is proposed to ease the problem in import and availability of semi-precious stones, coloured gemstones, etc. to help exports and studded jewellery. These measures would help restructuring the gem & jewellery sector for high growth.

**Electronic Hardware & Computer Software**

During 1996-97, total world electronic trade was estimated at US$ 900 billion; India's share at US$ 2.54 billion constituted only 0.28%. The electronic and computer software sector has emerged as one of the most dynamic sectors in India's exports, recording an average growth of around 30% in the last 6 years with a nearly 30% export intensity. Yet India's presence in world market is still small, giving considerable scope for accelerated growth. It is estimated that by the year 2001, the world market
## COUNTRYWISE TRADE BALANCE

(Rs. in Crore)

<table>
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<th>Country</th>
<th>Export '96 to March '97</th>
<th>Export '97 to Nov. '97</th>
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Promotional activities would included dissemination of opportunities in IT related services, efforts to formulate a clear relocation policy to help shift major foreign production units to India, encouraging strategic alliance between SMEs in India and other countries, sourcing by multinationals and project export and sub-assemblies to CIS, Africa and Latin America.

Textiles

World trade in textiles was valued at $153 billion in the year 1995 accounting for 3.1% share in total world merchandise trade in 1995. As per WTO data, India's share in world textile exports is put at around 3% with an annual percentage change placed at 15% during the period 1990-95. World trade in clothing is valued at $158 billion in 1995 with an 8% annual percentage change during 1990-95. In view of the predominance of textile industry in India's economy, textile exports account for over 25% of India's export basket.

The textile sector has reported a low export growth in the first four months of 1997-98 partly due to the accelerated performance of the garment sector and the restrictions imposed by EU on grey fabric and bedlinen. The export strategy recognises garment as an important segment in India's textile exports and facilities are already being provided for easy import of fabrics, samples and accessories to help garment exporters. The problem faced by a reduction in the drawback rate has been partially solved. The strategy would focus on duty free import of embellishments, trimmings, etc. up to a certain percentage of export values by covering additional items to the existing list, duty free EPCG scheme for textile sector with the threshold limit of Rs. 1 crore investment and notifications regarding fabric flexibility. It is envisaged that duty free EPCG scheme for garment and the import of embellishment would help improve export growth. However, strong competition from neighbouring countries would continue owing to their lower labour cost. It seems necessary to ensure forward and backward linkages in the textile sector to improve the competitiveness; a Cotton Technology Mission for improvement in productivity of cotton, modernisation of processing units through special schemes, raising of investment limits in SSI areas subject to 50% export obligation are important action plans for accelerated exports of the textile sector. On the procedural side, relaxation of the compulsory import of cotton by yarn exporters to enable free export of yarn without restrictions would ease present constraints. The Ministry of Commerce is conceptualising a new scheme with benefits accruing for physical exports to help use of indigenous material in a selective manner linked to exports. A concept paper is being prepared regarding setting up of garment parks which would enjoy advantages of EPZ and EOUs but provide the additional infrastructural and facilitation measures from ports to garment parks. To provide design inputs, NIFT is already expanding in 6 centres within India.
### EXPORT OF MAJOR ITEMS TO VARIOUS COUNTRIES

**(APRIL 97 TO NOV. 97)**

(Rs. in Crores)

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**India' Total**

| OM  | MP  | LG  | FL  | DP  | DI  | GJ  | PP  | MM  | MI  | TE  | CT  | MF  | RA  | RF  | ToG | %  | ToE |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 1416| 2940| 680 | 1034| 3215| 1463| 11648| 1221| 2694| 2762| 2122| 8151| 1823| 6550| 1445| 47702| 80785| 80785|

OM=OIL MEALS; MP=MARINE PRODS.; LG=LEATHER GOODS; FL=FOOTWARE OF LEATHER; DP=DRUGS & PHARMA; DI=DYES & INTER; GI=GEMS & JEWEL; PP=PLASTIC & LIN.PROD.; MM=MFR.OF METAL; MI=M/CY.& INSTRU; TE=TRANSP.EQUIP.; CT=COTN YRN FAB & MDUPS; MF=MANMADE YRN FAB & MADEUPS; RA=RMG COTN & ACCESS.; RF=RMG MANMADE FIBRES; ToG=TOT.OF GROUP; %=% OF COUNTRY'S EXP.; ToE=TOT.COUNTRY'S EXP.
Detailed market studies are proposed to be taken up in the emerging and important markets to increase exports. Export promotional programmes like participation in exhibitions, buyer-seller meet will be conducted by EEPC’s foreign offices.

The engineering exports have exhibited an average growth rate of 15.1% during the last five years. At the expected average rate of growth of 20% the above strategy is headed for a total exports in the terminal year 2002-03 to be around US$ 9.8 billion.

The chemical sector accounted for 9.3% of total world merchandise trade in 1994, while the share of this sector in world exports of manufacture was 12.5% in the same year. However, India’s share in the world exports of these items in 1994 was negligible, below 1%, except in case of tanning and colouring material (1.5%) and medicinal and pharmaceutical products (1%). India’s export basket of chemical and allied products consist of a wide range of commodities including drugs, pharmaceuticals, fine chemicals, organic, inorganic and agro chemicals, dyes and intermediates, cosmetics and toiletries, paints, enamels and varnishes, plastics, etc. The chemical and allied products accounts for nearly 13% of our exports. The growth in the sector in 1994-95 and 1995-96 was 30.3% and 28.6% respectively. The sector recorded a 13% growth during 1996-97.

The export growth in the chemical sector has slowed down on account of a number of factors. The international market in the chemical and allied products is highly competitive. The industry is heavily dependent upon power, fuel, water, which account for substantial portion of the cost of production. The poor quality of power supply affects the continuous processing units in the chemical sector seriously. The overall effect of the recent increase in the price of petroleum based products in the chemical sector is estimated at 6%. The high cost of power, fuel and the freight suffered by the producers of high volume products like chemicals and dyestuffs affects the competitiveness of the industry in the international market. The recurring efforts by the European Union to launch anti dumping/anti subsidy proceedings on allegations of subsidised export of bulk drugs, plastic woven sacks and synthetic fibre ropes have also affected exports. Tedious and time consuming registration procedures with excessive data requirements imposed by the Department of Agriculture are affecting exports of pesticides and agro chemicals. There is a growing tendency by developed countries to use various methods under the guise of technological/technical requirements for creating trade barriers in this sector by demanding technical/plant inspections which often take more than a year during which time imports are discouraged until the clearance/approval has been obtained.
A sector specific approach has helped to overcome difficulties faced due to pollution and environment related issues affecting leather, marine products sectors;

Infrastructural improvements have addressed the delay in the clearance of import and export consignments, delays in the movement of containers to the ports and waiting period at the ports, availability of direct container shipping vessels to reduce time and costs, removal of procedural difficulties in cargo clearances;

A phased reduction in interest rates on export credit has been brought about with reduction in interest rate on pre-shipment credit, removal of penal rate of interest on post-shipment credit and introduction of FCNR-B Schemes to provide export credit at "LIBOR plus" interest rate;

Special efforts have been made to fully liberalise garments and electronics sector as special focus sector by completely freeing from physical control;

At the initiative of the Prime Minister, a High Powered Export Promotion Board (EPB) under the Chairmanship of Cabinet Secretary has been constituted with the authority to take such measures as necessary to reduce transaction costs and delays, simplify procedures and ensure inter-departmental coordination;

A directional strategy to new and emerging markets such as Latin America, Africa and CIS countries has been planned;

A focussed effort made to identify thrust items in major export sectors in which industrial production could concentrate for exports etc.;

Export promotion schemes such as EPZs/EOUs/EPCG/EPIP for adequate export promotion have been strengthened.

A special scheme to dispense with the demand of central excise duty in advance and claiming reimbursement later at least in certain categories of deemed exports, scheme for facilitating project exports and simplified procedures for purchase of goods and major buying arrangements like departmental stores are in the process of being formulated.

While these initiatives will help sustain the growth and form part of the continued efforts to improve exports, the strategy aims at attaining $ 90 billion in exports in the medium term and a one percent share for India in world exports. The strategy is envisaged in terms of initiatives and efforts required sectorally and in specific markets besides improving
Ministry of Commerce has been actively interacting with concerned Ministries and agencies to give integrated support to the chemical and allied products sector in order to boost exports. Ministry of Commerce has pursued with Ministry of Agriculture to expedite the clearance of all registration of applications for exports of pesticides and agro chemicals and to simplify and streamline the existing registration procedures. Similarly, initiative had been taken with the Ministry of Environment and Forests to allow the use of certain plant species as raw material for export of value added herbal formulations and relax various restrictions imposed on manufacture for exports as regards, Ministry of Health, Dept. of Chemicals and Petrochemicals, etc. are also being followed up vigorously.

World exports of agricultural products were at $579 billion in 1995 representing 11.8% of world merchandise exports and growing at 5-6 per cent per annum in recent years. Of this, food accounted for about 80% while agricultural raw material 20%. India has been exporting agricultural products as raw products, semi-processed and processed items. India’s exports in this sector include commodities and processed food items. While in the past items like raw cotton, cashew, spices, tobacco, soyabean accounted for substantial share of agro-exports, now non-basmati rice, wheat and wheat products have also become important items of export. Exports of agricultural products have slowed down in 1997-98 on account of several decision such as suspension of wheat and wheat flour exports, registration of exports of rice contracts and imposition of quantitative ceilings on export of pulses.

Hence, the strategy focuses on efforts in ensuring a consistent medium term policy for exports of rice (both basmati and non-basmati), wheat products and pulses. The policy also seeks support for exempting rice exports from levy obligation. This will enable exporters to make long term commitments to markets and envisage creation of distribution channels abroad. The strategy would also focus on improving infrastructure for movement of bulk items in terms of priority allotment of rakes, berthing ships and mechanisation of ports. For continued export of high value basmati rice, steps need to be taken for assuring quality which would cover areas such as mapping of basmati growing areas, identifying basmati growers and processors to establish linkage of produce from farm to exports. Further a legislation for protection of geographical indications need to be put in place which would enable basmati rice to be protected in overseas markets.

To enable exports of special products like cashew which require imports and re-processing for exports, the strategy would involve enhancing production and productivity of special commodities in the domestic area; enable large scale cultivation of special commodities exclusively for
Third party exports have been allowed in order to encourage the small manufacturers and exporters.

The period for export under the various jewellery schemes has been increased by 30 days in both DTA and EOU/EPZ. In order to further help the exporters in EOU/EPZ who will be operating without graded bank guarantee, 150 days will be allowed to them for export provided they convert loan into outright purchase by paying the full amount.

The prior import conditions against advance licences have been deleted in order to facilitate the advance licence route.

In order to further facilitate advance licence route, domestic procurement has also been permitted.

EOU/EPZ units have been given for the first time an opportunity to sell their products in DTA upto 10%.

EOU/EPZ have been permitted to exchange gold chains on quantity to quantity basis with DTA.

Samples made in wax, silver and rubber are permitted for export upto a value of Rs.10,000/- in order to facilitate display of Indian jewellery abroad.

Hand carriage of jewellery has been allowed from EOU/EPZs.

In order to put this sector on a high tangent of growth the following medium term strategy has been adopted:

Establishment of designing and manufacturing centres to cater to the changing requirements of the world market.

Entry into new markets and intensification of generic promotion in the existing traditional markets.

Encouraging the trade to adopt hallmarking and assaying to establish India as a reliable supplier of quality goods.

Hindustan Diamond Company Ltd. will increase the supply of makeables and sawables to the manufacturers where the possibility of higher value addition exists.

Following further strategy is being firmed up:

Introduction of private bonded warehouse scheme for rough diamonds to establish India as a trading centre for rough diamonds
in electronic sector will be in the range of US$ 1200 billion and India targets at reaching US$ 10 billion which will quadruple India’s present share in world trade from 0.28% to 0.83% by 2001.

In the electronic sector, it is noted that the export growth in the hardware sector is slowing down owing to a slowdown in the domestic industry growth while the software sector is growing at over 40%. The strategy for hardware sector would include the identification to focus on six to ten areas in the hardware sector for concentration of domestic production and new investment in keeping with the resource endowment in India and the world market trends; besides market diversification to Central Asia, Russia and Africa is an important element of the strategy for hardware including consumer electronics.

As regards software, the strategy will include the following components:

- Efforts to ease the working capital requirements of the software industry in consultation with the RBI and to consider new guidelines if required since software is ‘a mind industry’ and not a manufacturing industry.

- Special scheme for accessing venture capital requirements especially for encouraging products and packages developed by the Indian companies.

- Encourages the setting up of training centres and institutions with the support of SIDBI with main frame facilities.

- The HRD initiatives include increasing the intake of undergraduates and post-graduates in Computer Science in the IITs, RECs, IIS (Bangalore) and selected institutions, the proposal to set up an Indian Institute of Information Technology in Bhopal and setting up of a research centre under the DoE. The facility to augment in-house training support for export firms would be improved through support of financial institutions.

- On the procedural side, efforts would be made to remove physical bonding restrictions for software exports similar to that achieved for aquaculture, floriculture, etc.

- MoC is actively interacting with DoE, RBI and banks to give integrated support to the software industry in particular.

- Special efforts are being made to allow the third shift in women’s employment in EPZ in consultation with the Ministry of Labour.
Some of the steps already taken to facilitate growth of this industry include trial transportation of mangoes by controlled atmosphere containers through sea, enhancement of shelf life of lychees through post-harvest treatment, setting up of Vapour Heat Treatment Plant for mangoes, establishment of integrated cargo handling facilities for perishable products at Delhi airport and new facilities at Bangalore, Trivandrum, Hyderabad and Chennai airport, introduction of HACCP in food processing units, upgradation and recognition of laboratories, assisting units in obtaining ISO certification and preparation of pre and post harvest manuals for specified products.

The other measures in the strategy would be to enhance capacity utilisation by the oil processing industry to help increased exports of de-oiled cakes, permitting imports of soyabean with obligation to export oil meals, import of oil seeds to enhance domestic availability of edible oil, etc. Product diversification in this important sector would aim at encouraging exports of processed and ready to eat products such as processed and preserved fruits, ready to cook vegetables, preserved and prepared vegetables which are high value items and which do not endanger food security of the country. Policy support to this sector would be directed at legal framework to facilitate captive farming and encouragement of foreign direct investment in packaging, special chemicals and equipment manufacturing.

Though the global trade in leather and leather products was of the order of US$ 37 billion in 1994 and India is one of the biggest producers of hides and skins, India’s share in world market has only been around 4%.

Since 1991-92, the leather sector has contributed around 5.5% of the value of total exports from India. Leather and leather goods exports have been valued at $ 1.5 billion since 1994-95 and a target of US$ 2 billion has been fixed for the year 1997-98. The deceleration in exports, witnessed in 1996-97, was primarily due to the closure of the tanneries in Tamilnadu and West Bengal, following the order of the Hon’ble Supreme Court for establishment of effluent treatment plants at these tanneries. The time taken to erect these CETP has adversely affected the availability of leather and consequently production and export of, not only finished leather, but leather footwear tool, leading to a drop in performance. In addition, domestic recession in our export destinations in Europe has contributed to the prevailing slow growth/decline.

Effective measures have already been taken in consultation with the Ministry of Environment in implementing pollution control measure under a Centrally supported scheme with active participation by the State Governments. The scheme provides for setting up Common Effluent Treatment Plant (CETP) with a 25% subsidy from the Central Government.
Engineering goods

Engineering exports are a major component of the total export effort of India and have approximately constituted 11 to 12% of India's total exports during the last several years. During the last five years, engineering exports grew at the average of 15.1%. During 1995-97, engineering exports (excluding management and technical services) constituted 12% of the total Indian exports. Engineering exports exhibited a growth of 9.2% over the previous year, totalling US$ 3941 million against US$ 3607 million during the previous year. Exports of engineering products during April-August 1997 have been US$ 1752.29 million registering a growth of 13.22% in dollar terms over the same period last year. The growth has been 16% in rupee terms.

Viewed in the global context, however, engineering exports from India constitute a negligible percentage of total world trade in engineering products. During 1995, the estimated global trade in engineering products (excluding electronics and services) was US$ 1510 billion (UNCTAD figures). India, contributed only 0.24% to this trade. However, this was an improvement over India's performance in 1992 when it contributed only 0.18% to the global trade in engineering products.

The salient features of the strategy shall be as under:

- As far as the infrastructural problems are concerned, coordination with various agencies for removing the bottlenecks, for example, parking, berthing facilities in ports shall be taken up. A new terminal has been commissioned in JNPT, Mumbai for accommodation of vehicles and the project is expected to be completed in three years time.

- Stringent pollution control norms imposed by CPCB on casting and forgings furnaces have led to closure of a large number of units. Revision of CPCB norms is being pursued besides requesting for SIDBI assistance on liberal terms for technical upgradation.

- A task force will be constituted in the Ministry of Commerce to identify engineering product groups where India has a long-term comparative advantage vis-a-vis its competitors and recommend a suitable policy package for consideration of the Government.

- Initiatives shall be taken for extension of zero duty EPCG limit for capital goods imports for the engineering sector having a large concentration of small-scale industries such as bicycles, castings, forgings, handtools, etc. the idea being reduction of the present limit of Rs.20 crores.
GITPC

Medium Term Export Strategy

The Gujrat Directory of Exporters

It is proposed to provide assistance to avail institutional funds for upgradation of technology of the tanning units together with product development in downstream ancillary sector.

The action plan formulated for product development and product promotion to capture new markets will be implemented through the FDDI.

Efforts will be made to ensure adequate flow of bank funds to the leather sector in Tamil Nadu.

Plantation

Exports of tea and coffee from the plantation sector account for about 3% share in India’s total exports. In the current year, while performance of tea is improved, a slow-down is noted in coffee exports.

Tea

World export of tea in 1996 was 1102 million kgs. while India’s exports were 159 million kgs. representing a share of 14.4%. Tea exports suffered major problems mainly due to disintegration of Russian markets and high production cost vis-a-vis competitors. The strategy recognizes the thrust required for tea in value-added form, need for warehousing facilities in Russia, improvement in packaging standard, product development towards a new product mix of tea and brand promotions with distributive network in select markets.

Coffee

World export of coffee was US$ 13854 million in 1994 with India’s export valued at US$ 338 million representing over 2% market share. The major problems in improving India’s share arise from lack of product identity, low volume presence in global market and absence of value-added products in coffee such as decaffeinated/soluble coffee. The strategy would focus on quality certification by the Coffee Board to authorize laboratories to ensure coffee quality, brand building of India logo, creation of brand alliance in the premium market, exploration of Japanese Market for value-added product, undertake quality upgradation programme in select coffee producing districts besides efforts to increase the coffee input.

Marine Products

Exports of marine products account for around 3.5% of India’s total exports. Last year, exports slowed down but has improved in performance in the current year. The strategy includes measures to increase the availability of raw material for processing and value addition, import of raw marine products for processing for exports and guidelines for application engineering by taken up the problems of fishermen to research institutions. Quality upgradation especially to meet the stringent quality standards required in EU, USA and Japan would receive major attention in terms of good infrastructural facilities for “peeling sheds”, modernisation of processing plants, improvement of all the existing major and minor fishing harbours and landing sites by renovating the existing platforms and roofs.
In order to achieve the targeted growth rate of 15% for 1997-98 in the chemical and allied products sector the strategy will include the following components:

- Focus on selected products in this sector which have the potential for high growth including drugs and pharmaceuticals, dye and dye intermediates, agro chemicals, automobile tyres and tubes, rubber manufactured products, cement and clinkers, glass and glassware, paints, enamels and allied products and plastic moulded extruded goods, plastic woven sacks, floor coverings, and writing instruments.

- Identifying new and potential markets including those in the South Asian and East Asian Region, South Africa, Latin America, Australia, New Zealand and Israel.

- Identifying areas for product diversification particularly among consumer products through marketing, consultancy/research surveys in both existing and potential markets.

- Regular participation in specialised fairs to generate adequate awareness of India's capability in specific product groups.

- Arranging buyer seller meets for facilitating trade contacts in the potential markets.

- Arranging tie-ups with leading departmental stores in major markets for exhibitions/sales of imported goods, plastic articles and also herbal/ayurvedic products which have a growing popularity in the West.

- Export of chemical and allied products requires special infrastructural facilities. Existing constraints in this area would need to be identified and referred to the concerned authorities for evolving early solutions to the same.

- The possibility of creating warehousing facilities at strategic points to facilitate quick servicing of the export orders would also need to be seriously explored recognising that infrastructure related problems may not be quickly resolved.

- There is also a need to shift emphasis from generic products to branded products and specialised products particularly among the pharmaceutical, ayurvedic and herbal group of products.
The limited range being catered to by India includes wooden toys and mechanical toys and it would be necessary to diversify into electronic toys, stuffed toys, indoor games and knowledge based games in which India could play an important role.

**Ores and Minerals**

Export of ores and minerals has slowed down owing to infrastructural problems resulting in high demurrage charges and also due to quantity ceilings. The export strategy would focus on efforts to raise the quantity ceilings for exports of ores and minerals and efforts to revamp handling equipment in Vizag port and provision of new equipment in Goa. The renewal of mine leases by the State Government on an annual basis has slowed down exports of granite and infused some uncertainty resulting in competition from Brazil, China and Spain. Annual renewal of mine leases is a major problem being faced by the Granite exporters and efforts are being made to pursue with State Governments regarding a long term policy on leasing of mines to exporters. Efforts to increase value-added products in granite are given a special focus which will also be beneficial to States in terms of the employment potential and the technology in producing value-added products.

**Directional Strategy and Diversification**

The destination pattern of India’s exports during 1990-91 to 1995-96 indicates that nearly 57 percent represents India’s trade with OECD countries, OPEC 9 percent, Eastern Europe 6.7 percent, developing countries other than OPEC 22 percent and others 5 percent. A trend analysis indicates that the share of OECD particularly West Europe and North America has remained significant for India’s exports since 1960-61. Asia and Oceania have emerged as important destination for both imports and exports since last decades accounting roughly for 40 percent of India’s exports. The current year performance indicates that while exports to EU improved this year, exports to USA, Asia and Pacific have slowed down. There is, however, improvement in the exports to Africa, Latin America and CIS countries.

The strategy would focus on deepening and widening trade with all countries including the emerging markets with special emphasis on market promotion measures through information dissemination, sponsoring of business delegation buyer-seller meets, participation in trade fairs, etc. Specifically emphasis will be placed on setting up warehouses at crucial points in the region to facilitate stock and sale of exports. For Europe product diversification would include health goods, pharmaceuticals, ayurvedic and herbal products besides improving hygiene and quality of marine products to the EU. In North America, the strategy would consolidate our position in Gem & Jewellery and textiles besides deepening in other products such as engineering, chemicals, leather and leather products and software. In view
exports; upgradation of processing and packaging technology to meet the needs of the overseas consumers; development of value-added products for exports. It is necessary to permit import of specialised packaging machinery to facilitate acceptable packaging of food products which is essential for the overseas markets.

Exports of traditional processed items such as spices, shellac, edible nuts and seeds and tobacco are facing problems in overseas markets on account of sanitary and phytosanitary measures adopted by importing countries because of presence of pesticide residues, aflatoxins, etc. For exports of these products to grow, it is imperative that the farm practices are improved which discourages the use of pesticides banned abroad and leads to production of products meeting the international requirements. In case of tobacco, there is an urgent need to develop low tar, low nicotine tobacco which is preferred in the international markets. Currently most of the tobacco exported from India is used as a filler and is not the base material. Domestic production of the base material and encouragement of export of manufactured products would enhance earnings from this area. In case of spices some headway has been made in export of spices in packaged form and in export of spice oils and oleo-resins. This effort needs to be further consolidated by process upgradation, product quality development and improved packaging. Alternate centres for cardamom auctions are proposed to be set up in Mumbai similar to the strategy adopted for spices with the view to ensuring better prices to the farmers. Diversification in areas such as chilly paste and powder, levy of uniform cess on all spices exports for supporting developmental activities and training programme for processing of new spices are important steps in the strategy.

It is recognised that India being the second largest producer of fruits in the world there is immense potential and variety for promoting exports of fruits, vegetables, flowers, etc. Production of certain items such as flowers, fruits, organic farm produce, mushroom, gherkins, broccoli, orchids, etc. have been initiated with exports in view. These products are produced mainly for export markets and domestic sale is made only to tide over the mismatch in supply and international demand. Some of the steps required to facilitate growth of this industry are establishment of cold chain link from farmgate to ports/airports thereby enhancing shelf life and keeping quality; establishment of sorting, grading, waxing and curing centres; establishment of perishable handling facilities at ports and airports; development of appropriate technology for transportation of these items by sea, a cost effective method of transportation, through controlled atmosphere containers, reefer containers, etc.; development of appropriate packaging materials; enhancing availability of pesticides, insecticides and plant nutrients imports which are not currently permitted.
focused thrust in 1995, etc. These strategies have helped diversification of India’s export basket. Yet the dynamics of markets and products in India’s exports indicate an interesting pattern in the 15 x 15 matrix where the ranking of commodities has changed with new products appearing among the top exports and new countries emerging for the top products.

The world trade is concentrated on a number of items in which India’s present share is very low. A review of the top 200 items of world trade in 1994 at 3 digit level which accounted for 95 per cent of world trade reveals that India’s exports are nil or negligible in 71 items; also India does not figure in many manufactured products which are fast growing items in world trade. An analysis of world trade data reveals that India has missed out on the global trade opportunities in general and trade opportunities for developing countries in particular during 1980-92 owing to the restrictive policies adopted. India’s share in world exports of rice, leather and manufactures, gems & jewellery, tea, spices, coffee remained significant though decreasing recently; the share of items like organic/inorganic chemicals, metal manufactures, fish and preparations is increasing. While diversifying India’s export basket, it is necessary to include many items which account for a larger share in world exports, which are fast moving items in world trade and originate from developing countries as this alone would help India improving her share in world exports. Based on a detailed analysis of available data, a set of ‘next generation’ export products have been identified such as medical and pharmaceutical products, iron & steel primary forms, textile yarn, office machines, paper and paper board, telecom equipment parts & accessories, passenger motor vehicles including buses, automotive components, other machinery for special industries, internal combustion engine, civil engineering equipment, fish and fresh chilled frozen, organic and inorganic components, rubber tyres, tubes, agricultural machinery excluding tractors, engines, motors, electronic items including toys. Besides these items India’s presence in leather and leather products, garments, handicrafts, marine products and plantation products is already significant in world exports. It is proposed to set up task forces to recommend measures required to expand production base in these items and divert domestic production to exports of these manufactured products in the short run with the view to achieving a 25-30 per cent export growth annually in these products. Task forces have already been set up to identify thrust items in electronic and engineering sectors and to initiate measures that will help expand production base and export competitiveness.

Market diversification is proposed especially in the top 15 items of India’s present export basket after analysing the data on world in these 15 items and the major importers. This analysis has revealed that while India’s exports are already covering important world markets, our presence is not
and a 25% contribution by the State Government. The matter is being
pursued with the Tamilnadu State Government for ensuring 25% support
and the scheme would substantially help tanners in meeting pollution
standards laid down. The State Government of West Bengal is also in the
process of setting up of integrated leather complex to relocate
approximately 550 tanneries along with ancillary leather units, leather
chemicals plants, etc. with 25% contribution from the Centre, 25% from the
State Government and possible support from both industry and financial
institutions. The total cost of the proposed CETP will be around Rs. 65
crores. These two schemes would provide substantial support in
overcoming the major problem being faced by the leather sector to
restructure the leather industry along the modern lines. There are some
problems in securing funds for the common effluent plant and this is being
looked into.

Apart from the availability of leather, it is also necessary to shift to high
value footwear and leather goods manufacture. As per current policy, the
leather footwear sector including components is reserved for the small scale
sector with an investment ceiling of Rs. 60 lakhs which is inadequate as
economies of scale require a minimum investment of Rs. 5 crores for a unit
producing atleast 1500 pairs of shoes per day. Commerce Ministry is
pursuing with the Ministry of Industry for re-reservation of footwear and a
few other leather products to attract large scale investment including foreign
direct investment. This will be restricted to sectors other than low cost
footwear which will continue to be reserved for SSI.

In addition, to reduce the cost of tanning, it is proposed that input cost on
imported raw materials is reduced as the industry will find it difficult to take
recourse to advance licence or even DEPB being in the decentralised sector.

The leather manufactures in Uttar Pradesh are facing a two pronged
problem. The first among these is the across the board multiple point
imposition of "Mandi Samiti Fee" @ 2%, on the inter-district movement of
all raw hides and skins and the leathers made from them. Government of
UP has been apprised of this with a request for its removal, to enable the
trade to remain competitive in the export market.

Separately, the UP Government has imposed a procedural hurdle on
exporters by demanding Form No.31 under the UP Trade Tax Act. The
incorrect implementation of the provisions of the UP Trade Tax Act, is
restricting the free movement of sealed containers to and from the ICD at
Kanpur. This matter has also been taken up with UP Government for a
quick resolution so that exports do not suffer.
and strengthen the ECGC capabilities in business supported by ECGC and ensure profitable operational of the ECGC scheme.

The availability of infrastructural facilities is crucial for development of exports; the mismatch between the availability of infrastructural facilities vis-a-vis export growth recent years has resulted in bottlenecks caused by road congestion and longer turnaround of the vehicles, delay at ports, shortage of air cargo capacities, etc. A surge in India’s total foreign trade is envisaged in the Ninth Plan from US$ 68 billion in 1995-96 to US$ 180 billion by 2002. This effort has to be matched by adequate and efficient port infrastructure. The available estimates indicate that estimated value of seaborne trade by 2002 would be around US$ 126 billion involving a carriage of the total cargo handled at ports projected at 514 MT with the total investment required for creation of the additional capacity estimated at Rs. 45000 crores. In the short run, the focus of the strategy would be on continuation of power supply to vital sectors, identifying regions for developing off-shore warehousing facilities and identifying 2-3 ports for setting up new berths and handling equipment; besides key pressure points in infrastructure are being identified to divert resources for de-bottlenecking at these pressure points and cargo specialisation at ports is being attempted.

The medium term efforts are directed towards improving labour productivity in ports, automation, use of information technology and modernisation of customs clearance mechanism reduction in cost of containerisation and development of intermediate and minor ports in select locations already identified. Air cargo facilities are proposed to be upgraded with small investments for parking facilities, vehicle handling systems and earmarked area for unhindered loading and unloading facilities. Efforts would also be focussed on introducing a green card system for loaded trucks and containers to move without checking enroute and subject to verification at the destination.

The EPCG Scheme has reduced the cost incidence on account of duty on capital goods in the export production costs while ensuring export obligation and export competitiveness. The EPCG licenses issued during the period 1990-91 to 1996-97 have projected cumulative export commitment amounting to Rs. 137117.33 crores; under the 15% EPCG Scheme, E.O. commitment have been realised for exports amounting to Rs. 15117.26 crores up to 1996-97 and envisages substantial export obligation commitment till 2002. The export performance under this scheme is reflected in sectors such as textiles, engineering, automobiles, drugs and chemicals, plastics, electronics, steel, frozen fruits and dairy products. The zero duty EPCG scheme will be increasingly availed of for its advantages in reducing the high capital cost incidence for domestic industry while
and establishing a coordinating mechanism between the States and the Central Government. Steps have already been taken in the light of the EU ban to inspect and short list units complying with the basic sanitation and health requirements and a detailed manual of inspection of sea food industry has been drawn up for regular inspection of the exporting sea food industry. Measures would be taken to revamp the internal inspection system of EIC and enter into MoUs with importing countries guaranteeing the conformance of Indian sea food industry to meet the required standards. The strategy also includes development of new products such as live fish and ornamental fish, logo promotion for Indian sea foods, image building campaign for Indian sea foods and introduction of appropriate technology for packing of live products.

**Sports Goods**

Considerable potential has been identified for sports goods including toys in which world exports are valued at $33 billion; India presently has a share of only 0.4% despite being a dominant source of raw material for hides and skins, willow, cane, etc. The strategy would focus on diversification in the present composition of a limited range of sporting goods being exported in order to include high value items in sporting goods consistent with the resource availability in India.

The Indian sports goods industry is mainly in the small scale sector and the bulk of the export is from the SSI with production units located in and around few centres such as Jalandhar, Meerut, Calcutta and Delhi with approximately 2000 units in the SSI sector giving employment to over 1 lakh individuals. Yet, the contribution of the sector in the overall exports is very modest at 0.3% in 1996-97 with an almost negligible share in world exports as well. The main items are confined to football soccer, cricket, hockey and indoor games.

The strategy would focus on joint ventures in the following items, baseball gloves, baseballs, ski-clothing equipment, ice hockey accessories with the target markets such as Taiwan, South Korea, Japan, USA and Canada. A move away from small scale manufacture to large scale assembly or fabrication using imported raw material on the basis of 100% EOU system or by establishment of joint ventures with leading companies from the target countries is required to improve exports.

Foreign Direct Investment in sporting goods including toys would be crucial for widening the production base. Dereservation for SSI would be attempted on a selective basis in opening up those sectors not produced in SSI and for high value and value-added items. India has not exploited fully the potential available in the toys sector in which world trade is valued at $20 billion and developing countries in Asia have played an important role.
Active Involvement of States

Since export production is dispersed in the country based on the resource endowment and skills, export promotional effort should necessarily ensure involvement of states. Recognising that export activity does not directly contribute to the revenue resources of the States, the strategy would look into the possibility of helping the State governments through Export Promotion Industrial Parks and Crucial Infrastructure Balancing schemes although it is recognised that export activity does bring in increased production, employment and competitive environment for quality products.

The initiatives taken by the government include the setting up of export processing zones, export promotion industrial parks as also growth centres to encourage production. Efforts are being made to collect state wise export data. It is envisaged that once the data flows become regular regarding state of origin of exports, policy measures can be suitably designed to compensate the state governments for such contribution to export efforts.

Recognising that infrastructure at important locations is crucial and requires urgent attention, a special plan scheme is being implemented for providing critical infrastructure balance at designated pressure points. Six schemes have been approved in different states during 1996-97 and additional schemes are being processed which will meet the twin objectives of reducing infrastructural constraints and improving the infrastructure in states for enhancing contribution to exports.

Enhancement of investment limit for SSI sector for exports

Presently 822 items are reserved for SSI sector subject to an investment limit. The trade policy provides for setting up of units in this sector subject to a 75% export obligation. To facilitate technology upgradation, competitiveness and efficiency in the modern small scale industry, the strategy will focus on raising investment limit and further encourage investment in reserved sector subject to 50% export obligation. Experience has indicated that in sectors like leather, footwear, plastics, chemicals sector, considerable export potential exists for items currently reserved for SSI sector and other countries like China have registered high growth in exports in such product areas. The strategy supports selective dereservation of areas by raising investment limits against committed export obligation without adversely affecting the SSI and employment.

EOU/EPZ Scheme

The EOU scheme which is complementary to the earlier EPZ scheme has helped to expand the production base. At present, 893 units are in operation under the EOU scheme and 513 units in EPZ scheme. In 1996-97, units operating under the EPZ contributed to Rs. 4338.92 crores of exports. The EPZ scheme aims to provide a competitive duty free environment for export promotion but due to general tariff reduction this is losing attraction as a number of procedural constraints still continue even for EPZ units. A
of the present low share of India’s exports to Canada special commodity thrust would be placed on marine products, leather, tea and coffee, computer software, textiles and gems & jewellery to Canada besides exploring the high potential for services exports. In Russia and East Europe, efforts would be made to strengthen the export trade by diversifying the trade basket, setting up of Indian banks in Russia, creating facility for consignment exports, setting up of warehouses besides special exhibitions to project India’s branded products and ISO 9000 companies.

Strengthening of trade with Asia is an important link in the strategy besides increased interaction with ASEAN, conclusion of negotiation in SAARC to complete SAFTA, widening and deepening of trade with Japan and trade intensification with China.

Africa, including WANA, is increasingly emerging as important for India’s trade cooperation. The strategy will focus on joint ventures to handle trade, third country exports, organisation of impressive trade shows for market promotion and strengthening of banking infrastructure.

Pending the large scale diversification of India’s export basket to include high-value-high-tech and value-added products to developed countries, our directional strategy would focus on the emerging markets in Africa, Latin America and CIS countries. An integrated programme for developing trade with Latin America with special promotional support and incentives has been drawn up which includes: (1) provision of additional SIL at 2%, (2) double weightage in textile quota and for recognition in status for entitlement of EH/TH benefits, (3) increased market survey and market promotional support, and (4) attractive ECGC cover and drawing up of a calendar of events in which India will participate in the Latin American region. The focus Latin America project is the first integrated export promotional project being launched by the Ministry of Commerce in an encompassing manner covering promotional measures, incentives and intensification of promotional activities such as participation in market surveys, visit of business delegation, trade fairs, exhibitions and preparation of promotional catalogues in Spanish and Portuguese. With the adoption of integrated approach, it is expected that India’s exports to the region could more than double in the next three years.

Export strategies adopted since 1970s relate to a switch in the focus on products from agricultural commodities to manufactured products in the seventies and eighties and services in the nineties. The past strategies included identification of 16 thrust products and countries for focused effort, extreme focus strategy limited to 34 items in 1992, the 15 x 15 country commodity matrix and emerging products and markets identified for a
Indian Customs EDI System (ICES)

ICES is a customs clearance system providing for paperless transactions in the Customs House. The system is integrated with other agencies such as Directorate General of Foreign Trade, International Airport Authority of India, Apparel Export Promotion Council and the Punjab National Bank. Clearance messages are transmitted over NICNET EDI VAN to Customs House Agents (CHAs) and trading community.

At Delhi Customs the import module ICES/I has been operational since December 1995 and the export module ICES/E has been operational since May 1996. At Sahar Customs, Mumbai, Export module started on 8th October 1997. The system is being replicated at other centres in phased manner.

Drawback & Duty Payment System

Customs duty payments can be done electronically by having debit orders issued against exporters/importers bank accounts and crediting the Customs account automatically in the Punjab National Bank (PNB). Duty notices and advice of payments are integrated with Delhi Customs’ ICES system. The drawback payments to exporters have also been automated through ICES, directly advising the Punjab National Bank to credit the accounts of cargo handling agents. The main branch of Punjab National Bank in Custom House and 5 branches in the city are integrated with ICES.

EDI has emerged as a basic tool for carrying out international trade in an effective and efficient manner by reducing transaction time and cost through paperless trading. Some trading partners have even announced dates by which non-EDI transaction will not be handled or subject to the levy of a significant surcharge. An action plan is being implemented to computerise DGFT Offices’ working methods to facilitate computer based online processing of all applications and receipts and issues under the export promotion schemes; the plan is to enable submission of application on floppy in all DGFT offices shortly to help speedy disposal of applications and a software has been developed for preparing applications on a floppy for use of the regional licensing offices to help preparation of applications in computer compatible format. From 1.1.98 it would be possible to file licence applications through computer communication network (E.Mail) in major DGFT offices. The application format has been simplified to eliminate submission of information repeatedly, thus cutting delays and paper work.

To expedite collection and dissemination of trade data and improve the awareness of actual trade performance, the computer system in DGCI & S office in Calcutta is being upgraded; the strategy envisages connecting the DGCI&S, Calcutta to the EDI in the custom houses in tune with the master plan of the Department of Revenue.
noted in a few other market segments. The diversification strategy, therefore, concentrates on such markets which are important in world imports of India’s export items but are currently not being addressed by India seriously. To give an example, gems & jewellery need to be diversified to Canada and Australia besides UK, Italy and France; marine products could be diversified to cover Denmark, Canada and Korea, drugs and pharmaceuticals to Canada, Australia and Switzerland, metal manufactures to Mexico, Switzerland and Spain, Dyes and intermediates to Canada, Spain, Austria, Switzerland and China, oil meals to Spain, Denmark and Canada.

Measures to Improve Competitiveness of Indian Exports

Issues which impinge export competitiveness include incidence on export cost of interest rates and availability of export cost of interest rates and availability of export credit, risk cover and guarantee, a favourable exchange rate, duty free import of capital goods to enable setting up of production units exclusively for exports. Other aspects such as the infrastructure availability, transaction cost, etc. also have a bearing on the export competitiveness.

Export Credit

Total Export credit outstanding have steadily increased in recent years representing 11.3% of net bank credit in May 1997. There has been a steady improvement in the share of net bank credit going to the export sector recently. The continued efforts with the Reserve Bank of India have helped reduce the cost of export credit with an interest reduction of 2% achieved in two stages recently. With the sustained low rate of inflation, it is envisaged that the interest rates would go down further. There has also been a reduction in the penal rate of interest for post-shipment credit and the introduction of FCMR(B) Scheme designed to provide export credit at LIBOR Plus interest rate and further liberalisation and enhancement of EEFC funds to facilitate additional transactions. The medium term strategy envisages continued effort to improve the cost and availability of export credit through persistent efforts with the RBI and the commercial banks to achieve speeding up of the credit risk assessment process in a time bound manner, operationalising electronic funds transfer system, increase in the share of net bank credit flowing to the export sector, increased availability of working capital to the strengthening of the product liability insurance finance for major engineering items.

Export Credit Guarantee Corporation (ECGC)

Presently ECGC has a paid up capital base of Rs. 150 crores and guarantee is provided approximately to 17% of India’s exports. The strategy includes efforts to improve the ECGC cover to exports include widening of the capital base to Rs. 500 crores by the end of the Ninth Plan and special support to new emerging markets in Latin America, CIS countries and Africa with attractive premium. An exercise is currently being undertaken to restructure
one, is to decongest the major ports of the country besides ensuring speedier movement of cargo through lesser restrictions and documentation.

The network of ICDs/CFSs provided the ideal base for promoting containerisation since the use of containers have become the most preferred mode of transport. In keeping tune with time, various Customs procedures have been streamlined. A core group for facilitating container movement has recommended for simplification of various procedures to further smoothen the container movement between ICDs and ports and vice-versa. The suggestions are being currently examined by the concerned ministries.

**Multimodal Transport**

The multimodal transport system offers compact, frictionless, secured transmittal of goods under sustained responsibilities by a unitary agent through diverse modes from origin to destination. It is a discipline which recognises the prime importance of smooth and quicker flow of cargo and attunes all supporting services to achieving that end. To put it simply, the exporter hands over the export consignment at the door of his factory to the multimodal operator and receives in return a single document known as the Multimodal Transport Document. By presenting this document at his bank, he is able to retire the documents and claim sale proceeds indicated in the letter of credit. The Government has taken several steps to strengthen multimodal transport in the country. These include a comprehensive legislation to regulate and promote multimodal transport through the enforcement of Multimodal Transportation of Goods Act, 1993. The Act provides a legal regime to govern on a uniform basis the liabilities and responsibilities of a Multimodal Transport Operator engaged in international trade. The Ministry of Commerce which is the nodal agency for promotion of containerisation in the country has been actively pursuing with the Ministry of Surface Transport for various amendments to the Multimodal Transportation of Goods Act.

**Simplification of Customs procedures**

Agricultural commodities, particularly the perishable items, are prone to deterioration if delays occur in shipment of export consignments awaiting clearances from various agencies such as customs, plant quarantine authorities and the security personnel. To minimise the waiting period for obtaining clearances for cargo awaiting shipment, the procedures employed by various agencies are being examined so that they can be simplified and streamlined so that cargo is subjected to a minimum waiting period. To facilitate quicker movement of export cargo of perishable items, integrated cargo handling facilities are being established at major international airports in which a single window clearance would be accorded by plant quarantine and custom authorities as well as by the airport security personnel. This would enable speedier movement of cargo of fruits, vegetables, flowers and animal and dairy products thereby assist in retention of their quality.
improving production capabilities and ensuring production for exports. Despite progressive tariff reduction, the strategy envisages continuation of the EPCG scheme in view of the committed substantial export obligation.

**Exchange Rate Management**

While discussing the export performance and strategy, hardening of the rupee vis-a-vis dollar is one of the factors cited by trade and industry among many other factors referred. The implications of the hardening of the rupee are many and have to be viewed in the context of the high import intensity of India’s exports, possible competitive devaluation by other competing countries, the demand elasticity for India’s exports, etc. Exchange rate depreciation does help to improve export competitiveness. But there are other factors equally important in increasing export competitiveness viz. productivity, product quality, international demand/trade growth, etc. The effect of rupee depreciation would also vary among various export sectors depending on import intensity, value addition, etc. Currently, the exchange rate is not pegged to a fixed rate but is market determined. After prolonged stability the rupee has depreciated against dollar recently by about 2.5 per cent. Since exchange rate is a floating rate determined by market forces, there is no fixed rate which could be considered as the beneficial rate. Exchange rate management will have to balance the needs of exporters and other macro economic requirements for maintaining price stability.

**Strategy to Strengthen Export Production Base**

Export growth depends on the existence of a strong production base in thrust sectors which could expand to meet further growth needs. Exim Policy has focussed on the export production base through special schemes such as EPCG, EPZ/EOU, which have enabled production exclusively for exports. The medium term export strategy would focus on continuing the EPZ/EOU, EPCG schemes besides helping enhancement of production base through exports linked FDI, raising of investment limit in reserved for SSI against export obligation and active involvement of State Governments in the export effort.

**FDI and exports**

In India FDI has not been used as an instrument to promote exports in contrast with China where FDI has been limited to dominant export areas with special policy incentives. Largely the FDI has focussed on production for domestic market in India and does not have built in provisions for a direct thrust towards export promotion under the FDI although special incentives have been provided. The medium Term Strategy envisages the use of FDI as an instrument for ensuring adequate production base in such items for which world demand exists by considering special schemes to attract investment in such areas. The scheme will include special customs dispensation, infrastructural help, etc. A trial scheme to facilitate such export linked investment in Electronics is under formulation.
matters relating to export finance, infrastructure bottlenecks in India's exports and imports.

- With regard to the Electronic Sector the EPB endorsed the decisions taken and being given effect in respect of return of defective material for repair; permission of imported material on direct delivery basis without RBI permission. The requirement of permission of RBI for obtaining SIL in respect of on-site consultative services had already been deleted.

- Issues relating to the garment sector were discussed in the Fourth EPB Meeting in Mumbai, and a number of decisions were taken for this sector. These included flexibility in the operation of the duty entitlement scheme so as to overcome difficulties faced by garment exporters. The decisions specify that:

  (a) for each category input-output norms would be covered by the largest size of the garment of a category;

  (b) Customs would accept certification of licensing authorities where input-output norms have been specified;

  (c) Duty Entitlement Exemption Certificate logging would be completed by Customs on the basis of certification by the licensing authority; and

  (d) Customs authorities would not link the clearance of export cargo with measurement norms of garments being exported.

- Recognising the inordinate delays of export/import cargoes at airports and ports, EPB decided that the Airport Authority of India and the Customs would coordinate their activities and the working hours of their units at the airports in such a way that the dwell time for import cargo is 48 hours and that for the export cargo is 24 hours. It was also ensured that the outer limit for uncleared cargo would not exceed 30 days after which it would be auctioned. This measure has had a positive effect as has been acknowledged by the exporting community. As of end October 1997, nearly 55% unclaimed imported air cargo has been cleared at Mumbai (Sahar International Airport).

- The Commerce Ministry through the EPB has been able to press for the creation of a single Window Administration for firms and units in the EPZs. The Development Commissioner at the EPZs have been given new authority to take decisions on a variety of
comprehensive plan to make EPZ units free from procedural and customs constraints is under formulation to make the setting up of units in EPZ for export purposes really attractive.

**Other Institutional Measures**

**India Brand Equity Fund**

Other institutional measures such as the brand image for Indian export products, introduction of EDI to reduce transaction costs, participation in trade blocs are vital features of the medium term strategy.

The Trust was registered in July 1996 with the budgetary support of Rs. 50 crores and the present level of funds in Rs. 87.26 crores with the objective of developing brand image for Indian exports and help achieving a quantum jump in exports. The IBEF would undertake institutional promotions to project India, support sectoral promotions such as for electronics, textiles, engineering, etc., support product group promotions within each sector, support particular brands which have achieved international quality and performance standards and support domestic awareness generation programmes and make the "Made in India" label a symbol of quality, competitive price, reliability and service to the customer. The programmes of the Trust would include products like drugs and pharmaceuticals, machinery and instruments, chemicals, electronic goods ready-made garments, gems & jewellery, leather goods, manmade fabrics and marine products with the focus on markets to cover specifically Latin America, CIS countries, Africa apart from EU and US with the view to giving a new boost to exports.

**EDI for electronic clearance and duty drawback and payments**

Electronic Data Interchange (EDI) is defined as "Computer to computer transfer of commercial or administrative information using an agreed standard to structure the data pertaining to that transaction". EDI helps to transfer invoices, purchase orders, etc., and to secure regulatory clearances. It is very helpful in the international trade, as a large number of agencies are involved and high-speed transmission of information is required for efficient, easy and low-cost processing of the voluminous paperwork involved. It is particularly in the context of simplifying procedures with a view to improving efficiency that EDI has relevance and to minimise administrative-delays and procedural complexities and to reduce the transaction time taken to clearances.

The Ministry of Commerce which is the nodal agency for EDI implementation in India is coordinating the EDI agencies. The Indian Customs EDI Systems (ICES) has successfully been implemented at Delhi Customs for electronic submission and clearance of Shipping Bills, Bill of Entry, etc., by CHAs. The system is also connected with other agencies like banks for duty drawback and payments, etc., the details of which are as follows:
acceptance of a policy to free agricultural exports from the restrictions now it faces and to prepare itself for meeting world demand 5 years hence, this would require withdrawal of restrictions on exports of all agricultural and allied products and plantation products to ensure continuity of supplies and to establish a reputation for India as a reliable supplier. In the liberalised set up, market prices will determine the volume of exports and imports such that when domestic prices rise above the international price, exports will automatelly cease; also import of similar products can be permitted to balance supplies with demand. This is particularly relevant in respect of pulses, rice, etc. where high quality, price varieties can be exported. In respect of tea, coffee, rice, vegetables, oil meals, pulses, etc. where establishment of distribution chain takes place, the demand can be cultivated and sustained over a period of time by sustained exports using the quality, brand preference, etc. If agricultural items can be on OGL, the local demands can be replenished without fixing quantitative ceilings or ban on exports. The long-term policy would require that restriction on exports of products in consumer packs are totally lifted as the quantity that can be exported in such form will be limited and the value addition of such export is substantial.

Conclusion

Export promotion is a continuous and dynamic process. It is not possible to evolve a strategy which is static as the export promotion requires constant monitoring of India’s trade and performance in the background of international trading environment, opportunities and challenges. While the present strategy is a broad vision under a framework for achieving the goal of accelerated export growth through a sectoral, directional and institutional approach, it is our endeavour to consistently monitor the trade performance and adjust and fine tune our strategy to reap maximum advantages in export effort.
Initiatives have been taken to promote the use of EDI in the area of international trade by involving all the regulatory and facilitatory departments with the objective of achieving the overall transaction time equivalent to international level by early 1998. Ministry of Commerce is closely co-ordinating with organisations like Customs, DGFT, ports, airports, scheduled banks, RBI, CONCOR, etc. for integrated development and implementation of EDI by early 1998.

India's participation In Trade Groups and Prospects

In the WTO regime, India has to maximise the trade advantages by adopting economic diplomacy and by creating necessary international framework within which our economic and commercial interests can be promoted. Our prime importance has been given to imparting greater content to SAARC with a view to optimising regional opportunities by operationalising SAPTA in December 1995. The various rounds of SAPTA negotiations are expected to lead to acceleration of trade liberalisation in the region for achieving SAARC Free Trade Area by 2001. The Asia Pacific Region has been a major focus area for India in the context of the booming economies in this region. The dynamism of the South East and East Asian economies has led to emergence of this region as a major growth area of the world economy. The Bangkok Agreement, of which India is a Member, is expected to be revitalised with the likely accession of China in the near future. Other countries in the region are likely to join the Agreement as a result of which the Bangkok Agreement will emerge as a major vehicle for trade and economic cooperation in the region. India is now a Full Dialogue Partner of ASEAN and this relationship is likely to evolve quickly. Recently, a unique Sub-Regional Grouping involving India, Sri Lanka, Thailand and Bangladesh (BIST-EC) has been launched. Trade is an important element in the areas identified for cooperation in the BIST-EC initiative. The Indian Ocean Rim Association for Regional Cooperation launched at the Ministerial level in March 1997 is an important development for greater economic interaction in the Indian Ocean Rim. The Members of IOR-R account for 700 billion dollars in global trade and 100 billion dollars in intra-trade. The IOR-ARC is not a preferential trading arrangement but does provide a platform for launching a preferential trading arrangement amongst three or more member countries.

Inland Container Depots/Container Freight Stations

The advent of containerisation has drastically changed the transportation scenario in the country. To provide door step facilities to exporters/importers, a single window mechanism is functioning under the aegis of the Ministry of Commerce of accord approval to the proposals for setting up of Inland Container Depots and Container Freight Stations (ICDs/CFSs) in the country including those from the private sector. The Government has so far approved 75 proposals, 27 of those being in the private sector. The idea behind this exercise apart from the above cited
Licensing functions are being decentralised extensively. All licences for negative list of imports/negative list of exports, advance licences approved by ALC, EPCG Licences approved by EPCG Committee at Headquarter/COS will henceforth be issued by Regional Licensing Authority. Power to grant extension in export obligation period and revalidation of advance licences has been fully decentralised.

**Duty Exemption Scheme**

Advance Licences with Actual User condition will be allowed based on Positive Value Addition only. Requirement of minimum Value Addition of 33% for this category of Advance Licence has been done away with.

Clubbing of Advance Licences is being simplified. Accordingly, request for clubbing for closure of Advance Licences shall be considered in cases of similar description of the export product and Input Out Norms. Same value addition shall be insisted upon.

Advance Licences to Export House/Trading House/Star Trading House/Super Star Trading House will be issued automatically. Deficiency, if any, shall be required to be complied with after issuance of the licence.

Time limit for filing post-export DEPB claim is being raised from 90 days to 180 days. Limit of shipping bills per application for post-export DEPB (Duty Exemption Passbook Scheme) is being raised from 10 to 25.

One time extension in export obligation is being provided for regularisation of pending Advance Licences. Accordingly, if the exports have been completed even beyond the stipulated period but before 31-3-1998 such cases shall be regularised automatically on payment of prescribed extension charges. Similarly, on time extension in export obligation period up to 30-9-1998 has been provided in respect of Quantity Based Advance Licences on payment of extension charges provided at least 50% export has already been completed.

**EPCG Licences**

Under EPCG Licence, an exporter was required to fulfill his obligation by the export of goods manufactured from the capital goods imported under the licence only. In case an exporter undertakes further processing of goods so manufactured then the export of such value added products shall now be permitted but with an enhanced export obligation to the extent of 50%.

Jigs, fixtures, moulds and dies will be permitted to be imported along with spares to the extent of 20% of CIF value of licence. This has been done because earlier jigs, fixtures, moulds and dies which were imported under various schemes had to be exported back or could be retained only on payment of duty. Now these goods imported under EPCG can be retained by these exporters.
Customs bonding of Export Oriented Units (EOU) is mandatory. Para 9.19 of the Handbook of Procedures prescribes that "The entire operations of an EOU shall be in a custom bonded factory, unless otherwise specifically exempted from physical bonding". The definition of EOU includes EOU/EPZ/EHTP/STP. The bonding, as per existing EXIM policy, is for 5 years.

The requirement of bonding has got its own implication in terms of the cost and speedy clearance of goods for export market. Reduction of cost through reduction in delay and speedy response to the changing market environment is considered pre-requisite in electronics and software industry to derive maximum competitive advantage. In respect of software sector physical bonding does not seem to have any relevance for monitoring as there is no fool-proof system to evaluate the software export. It also needs to be added that import duty incidence in receipt of electronic has also been steadily decreasing.

It is seen that no custom bonding is prescribed in respect of specified goods in aquaculture and floriculture. The notification issued by Department of Revenue states, "The importer shall maintain a proper account of consumption and utilization of the said goods and of exports made by him and shall submit such account periodically to the Development Commissioner in such form and in such manner as may be laid down by the said Development Commissioner". Efforts will be made to ensure support for a similar arrangement in respect of electronic and software sector. The monitoring system could take place not based on custom physical bonding but based on fiscal checks. This will be a major step forward and the experiment in electronics sector will give enough data and experience so as to extend the concept to other sectors.

Export Promotion Board - An Instrument for Export Promotion

As follow up on the decisions taken in the Prime Minister’s meeting with the exporting community in June 1997 an Export Promotion Board (EPB) headed by the Cabinet Secretary was set up in early August 1997. The Export Promotion Board was established to improve export competitiveness and advantage for India by addressing cost-related factors which hinder exports and provide infrastructural support through greater coordination among concerned Ministers. The EPB has held four meetings so far and has addressed a number of important issues.

Issues taken up in the four meetings of the EPB are as follows:

- On suggestions from the representatives in the Electronics and Textile Sectors, a number of decisions were taken to improve the exports of these two important sectors. These issues included
Export of branded jewellery/partly processed jewellery is being allowed so as to encourage the export of branded jewellery. Such exporters will now be able to export branded jewellery. Such exporters will now be able to export branded jewellery for display for a period of 180 days. Personal carriage of jewellery in baggage by foreign buyer will also be permitted.

The Government relaxed the terms and conditions for gold loan schemes besides permitting export of branded jewellery for the trade to establish its own brands in the modified Exim Policy. The modified policy, will now cover platinum and silver jewellery and articles also.

The measures incorporated as part of the efforts to boost exports of the gem and jewellery sector, provide for setting up private and public bonded warehouses in export processing zones and domestic tariff area for import and re-export of cut and polished diamonds, precious and semi-precious stones, rough diamonds and rough precious and semi-precious stones.

The policy modification allows for export of rough diamonds with value addition stipulation of five per cent on imports, while scope of bulk licence has been increased by making overseas companies eligible for it. Only utilised value of diamond imprest licence would be taken into account for calculating net foreign exchange. The agency commission formulation has been revised for export of gold, silver and platinum jewellery and articles and now value addition will be calculated after deduction of agency commission.

Export of partly processed jewellery will be permitted from domestic tariff area. Value addition for gold, platinum and silver jewellery and articles has also been modified. Wastage norms for these jewellery and articles has been revised while period of export for all schemes in domestic tariff area, export-oriented units and export processing zones has been increased to 120 days.

Upto $1 lakh personal carriage of jewellery samples for export promotion tours has been allowed. Similar carriage by foreign buyers from export processing zone and export-oriented units as also from domestic tariff area has been allowed. Re-export of unsuitable, broken cut and polished diamonds, rough diamonds has been permitted up to five per cent of value of goods.

**Electronic Sector**

a) Threshold limit under ‘zero’ Duty EPCG Scheme for software is being brought down from Rs. 20 crores to Rs. 10 lakhs.

b) SIL entitlement for electronic sector to the licence holder under the DEPB is being enhanced from 15 per cent of Net Foreign Exchange earnings to 25 per cent of Net Foreign Exchange earnings.
matters including debonding and partial debonding of capital goods, simplified procedure for efficient and free replacement of defective exported goods.

- Procedural requirements covering exemptions to specified goods imported for export promotion processing by units in EPZ or FTZ are in the process of being liberalised. For Electronics hardware sector, the self removal procedure is to be made applicable with suitable safeguard to enhance the quantum of electronic hardware export.

Timebound implementation of these decisions is expected to facilitate trade and accelerate export growth.

Need for a Long Term Policy to Promote Agro-Exports

Export of agricultural products including tea, coffee and plantation products constitutes approximately 19% of India’s exports. In the post-Uruguay Round trading environment, India’s potential for export growth is high when compared to other sectors, requiring special inputs to meet international demand. It is, therefore, necessary that there is a need for a long term policy to be adopted for taking advantage of the situation that will emerge in course of time.

Studies have estimated the potential gains in trade arising out of the liberalisation package agreed under the Uruguay Round for major product groups. For fisheries products, additional exports are estimated to be 13% of the current level of trade. For other agricultural products as a group, the increase is estimated to be around 21% of the current level. Exporting countries are also expected to gain out of the Market Access Commitment. Under this commitment, market access opportunities of products subject to tariffication would be maintained at least at the pre-tarification level. Further minimum market access to the extent of 3% of domestic consumption would have to be created for products of which there was either nil or negligible imports. With this percentage going up to 5% by 2004 for the developing countries.

Export of agricultural products at a reasonable optimum price is possible only if consistency in supplies can be ensured. This is especially important in respect of products for which consumer loyalty has to be built over a period since brand loyalty can be built up only if the continuity of supplies can be maintained. India’s strength in the agro-sector lies in sectors like rice, wheat products, coarse grains, spices, cashew, oil meals, sugar, horticulture and floriculture products and processed goods. This range of products encompasses within itself products which do not undergo elaborate processing and the products which do not demand a high degree of skill and care for production. A long-term strategy would therefore require the
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Exim Policy: 1997-2002

DEPB Credit Rates for over 300 items are announced. The Rates for more than 1,600 items have already been announced. With this DEPB Rates for all the items, where the input output norms and value addition norms were existing would have been declared. The Rates now announced will also be applicable for the exports already effected under DEPB.

For calculation of DEPB Credit Rates at present only the basic custom duty is taken into account. Now special Custom Duty shall also be taken into account for the purpose of calculation of DEPB Rates.

Threshold limit for EPCG zero duty scheme for Electronics, Textiles, Leather, Gems & Jewellery, Sports goods and Food processing sectors has been brought down from Rs. 20 crores to Rs. 1 crore. For agricultural and allied sectors, this limit under zero duty has been brought down from Rs. 5 crore to Rs. 1 crore.

Provision is being made to enable the setting up of private Bonded Warehouses which would permit import and supply of even Negative List items for supply on payment of duty against specific licences and without payment of duty against Advance Licence. This should help to ensure easy and timely availability of raw-materials of the exporters, specially to SSI units who may find it difficult to import directly smaller quantities at internationally competitive price.

Private bonded warehouse for exports will also be permitted. This would help such exporters, especially overseas buyers to procure the goods from the domestic market from different manufacturers duty free. This permission will help project exports and large overseas buyers including departmental stores.

A provision has been made to the effect that movement of export consignment will not be interrupted and no export consignment shall be withheld or delayed for any reason whatsoever. In case of any doubt Custom authorities may ask for an undertaking that the exports is on the sole responsibility of the exporter.

To help sectors like electronics and garments, licence on production programme basis being allowed with flexibilities like change in description of export product so long as accounting is in terms of input output norms. After completion of export obligation against this licence, second licence on production programme basis in the same year can also be issued.
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Fluctuation of 10% of CIF value is being permitted automatically with corresponding enhancement/reduction in export obligation. Accordingly, the exporter will not have to come to DGFT for seeking such enhancement or reduction in CIF value time and again.

EOU/EPZ

In the agricultural and allied sector EOU/EPZ units will be permitted on the basis of positive Net Foreign Exchange earning only. Accordingly, for this sector, the requirement of minimum Net Foreign Exchange earning of 20 percent is being done away with.

Depreciation limit is being enhanced from 70 per cent to 90 percent over a period of 5 years in electronic goods and over a period of eight years in other goods. This will help the electronic sector including the computer hardware and software sector as new technology can be brought in at a faster pace.

Threshold limit for export house is being fixed at Rs. 12.50 crores on an average FOB value of the exports made during the preceding three licensing years. Limits of trading house/star trading house/super star trading house have also been fixed accordingly. Certificates based on this revised criteria will be valid for a period of 5 years. This will meet the demand of all the export promotion organisations and individual exporter who had felt that the limit of Rs. 20 crores prescribed in EXIM Policy, 1997-2002, was too high.

In order to encourage project exports, double weightage in terms of value will be given to project exports.

Additional SIL will be given based on incremental exports as given below:

- 25-50 per cent over preceding year: 1 per cent.
- 50-75 per cent over preceding year: 2 per cent.
- 75-100 per cent over preceding year: 3 per cent.
- Over 100% over preceding year: 5 per cent.

Gem & Jewellery

Wastage norms which have been revised have been de-linked from value addition norms. Value addition norms have also been revised on the basis of input output analysis. This should give a fillip to jewellery exports through simplification of the procedures. The successful Replenishment Licensing Scheme based on value for gold will be extended to silver and platinum jewellery as well. This should provide further impetus to exports in this sector.
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<tr>
<td>Portugal - Embassy Of India</td>
<td>Ul, RejtanJA 15 (Flats 2 to 7), Mokotow 02-516 Warsaw, Poland</td>
<td>Tel:00 48 22 496257, 495800</td>
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<td>Fax:00 48 22 496705</td>
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<tr>
<td>Honorary Consulate General Of India</td>
<td>RIVITEX, Sociedade Comercial Importadora LDA, Estrada exterior da Circunvalacao 12252, Apartado 4128, Senhora da Hore 4457 Matosinhos Codex, Porto (Portugal)</td>
<td>Tel:00-351-2-9531770</td>
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<td>Fax:00-351-2-9531769, Tlx: 24969</td>
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<td>Paris - Permanent Delegation Of India to UNESCO</td>
<td>1, Rue Miolais, 75015, Paris, France</td>
<td>Tel:00-33-45682988</td>
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<td>Qatar - Embassy Of India</td>
<td>PO Box 2788, Al Hilal Area, Doha, Qatar</td>
<td>Tel 00 974 2021, 67 2716</td>
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<tr>
<td>Romania - Embassy Of India</td>
<td>11, Uruguay Street, Bucharest, Romania</td>
<td>Tel 00 40 1 2225451, 2228751</td>
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<td>(Union of Soviet Socialist Republic) 6-8 Vorontsova Poly (Obukha), Moscow (Russia)</td>
<td>Tel 00 7 095 9170820, 9171841</td>
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<td>35, Ulitsa Releva St. Petersburg, 191123, Russia</td>
<td>Tel:00 7 812 2721731, 2721988</td>
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c) For encouraging software exports, SIL is being allowed to ISO-9000 Quality Certification holders even for exports of 'onsite consultancy services'. SIL benefit also has been extended to WHO-GMP, HACCP and ISO-14000 Certificate holders.

d) Depreciation limit for EOU/EPZ Units for the electronic sector is being enhanced from 70 per cent to 90 per cent over a period of five years.

Exports

Exports of all oilseeds such as HPS groundnut, sesame seeds, sunflower seeds, mustard seeds etc., when exported for consumption purposes, are being made free without any quantitative/licensing requirements. Similarly, export of vegetable oils such as coconut oil, cotton seed oil, corn oil, kardi oil, linseed oil, mustard oil, niger seed oil, palm oil, parfl kernel oil, rape seed oil, rice bran oil, salad oil, sunflower oil, sesame seed oil, soya bean oil are being made free. Export of groundnut oil in consumer packs up to 5 kgs is also being made free. However, their export in bulk shall continue to be restricted.

The value limit for free gift is being raised to Rs. 25,000/- from existing limit of Rs. 15,000/- Exporters of medicines/pharmaceutical formulation will now be able to export free samples/physician samples, not for sale, up to a value of one per cent of their exports of similar items in the previous licensing year as against the existing limit of US $ 2,000/-.

Computerisation

The process of computerisation of DGFT offices to improve their functioning would now be completed during 1998. The task now would be to ensure that this process is completed during 1998 itself. This would include not only computerisation but also the inter-linking of major offices of DGFT with the Customs so that electronic data inter-change could take place. The Exim Policy and the Handbook of Procedures is being placed on the Internet and henceforth all public notices issued by the DGFT would be on Internet. To bring about transparency in decisions taken by various committees for issuance of licences will simultaneously displayed electronically.
<table>
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<tr>
<td>Sri Lanka</td>
<td>High Commission Of India</td>
<td>36-38, Galle Road, PO Box No. 882, Colombo 3, Sri Lanka</td>
<td>Tel 00 94 1 421605/422788/422789/327587, Fax 00 941 446403, Email <a href="mailto:divyabh@srilanka.net">divyabh@srilanka.net</a></td>
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<td>Tajikistan</td>
<td>Embassy Of India</td>
<td>Hotel Tajikistan, Dushanbe</td>
<td>Tel 00 7 3772 217498, 00-7-3772-211184, Fax 00 7 3772, 510035/216684</td>
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<tr>
<td>Tanzania</td>
<td>High Commission Of India</td>
<td>NIC Investment House, Samora Avenue, 11th floor, Wing A, PO Box 2684, Dar-es-Salaam, Tanzania</td>
<td>Tel 00 255 51 28 197/98, Fax 00 255 51 46747</td>
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<td>Sudan</td>
<td>Embassy Of India</td>
<td>PO Box 707, 61 Africa Road, Khartoum - II Sudan</td>
<td>Tel 00 249 11 451031, 451203, 451202, Fax 00 249 11 452266</td>
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<tr>
<td>Suriname</td>
<td>Embassy Of India</td>
<td>10, Rode Kruislaan, Post Box No. 1329, Paramaribo, Suriname</td>
<td>Tel 00 597 498344, 498018, Fax 00 597 491106</td>
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<td>Thailand</td>
<td>Embassy Of India</td>
<td>46, Soi 23 (Prasam Mittr), Sukhumvit Road, Bangkok 10110, Thailand</td>
<td>Tel 00 66 2 258 0300/1/2/3/4/5/6, Fax 00 662 258 4627, E-Mail: <a href="mailto:indiaem@mozart.inet.co.th">indiaem@mozart.inet.co.th</a></td>
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<tr>
<td>Sweden</td>
<td>Embassy Of India</td>
<td>Adolf Fredriks, Kyrkogata 12, Box 1340, 11183 Stockholm, Sweden</td>
<td>Tel 00 46 8 10 7008, 4113212/13/37, Fax 00 468 24 8505</td>
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<td>Switzerland</td>
<td>Embassy Of India</td>
<td>Effingerstrasse 45, CH 3008, Berne, Switzerland</td>
<td>Tel 00 41 31 3823111, 3823141, 382 3151, Fax 00 41 31 3822687, Email: <a href="mailto:India@spectaweb.ch">India@spectaweb.ch</a></td>
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<tr>
<td>Trinidad and Tobago</td>
<td>High Commission Of India</td>
<td>No 6 Victoria Avenue, PB No. 530, Port of Spain, Trinidad and Tobago</td>
<td>Tel 00 1 809 - 6277480, 6277482, Fax 00 1 809 6276985</td>
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<td>Tunisia</td>
<td>Embassy Of India</td>
<td>4, Place Didon, Notre Dame, Tunis, Tunisia</td>
<td>Tel 00 216 1 891006, 891013, 786647, Fax 00 216 1783394</td>
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<td>Turkey</td>
<td>Embassy Of India</td>
<td>77 A, Cinnah Caddesi, Cankaya 06680 Ankara, Turkey</td>
<td>Tel 00 90 312 4382195 To 98, Fax 00 90 312 4403429, Email:india trn@servis 2net.tr</td>
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<tr>
<td>Honorary Consulate General of India</td>
<td>Stanofebacsrasse 73, CH-8035 Zurich, Switzerland</td>
<td>Tel: 00 41 22-7320859, Fax: 00 41 22-7315471, E-Mail: <a href="mailto:mission.india@itu.ch">mission.india@itu.ch</a></td>
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<td>113-Bunruang Rat Road, Chiangmai-50000, Thailand</td>
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<td>Tunisia</td>
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<td>9, Rue de Valais, CH-1202, Geneva, Switzerland</td>
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<td>Turkey</td>
<td>Consulate General Of India</td>
<td>40/46, Adnan Maliki Street, Yassin Nouveltra Bldg. PO Box 685, Damascus, Syria</td>
<td>Tel 00 963 11 371 9580/81, 71 8203, Fax 00 963 11 371 3294</td>
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Bulgaria - Embassy Of India
31, Patriamid, Sofia 1000, Bulgaria
Tel 00 359 2 88 2522, 876 650
Fax 00 359 2 87 7984, 876 068

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Fax 00 855 23 26212

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Fax 00 56 2 2359607

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Fax 00 861 532 4684

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Fax 00 571 212 7648

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K, Vedado La Havana, Cuba
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Fax 00 53 7 33 3287

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Fax 00 42 53 9495

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Fax 00 45 3 129 3201

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Fax 00 20 2 341 4038

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Fax 00 251 1 552521, 00 251 1, 552309

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Fax 00 358 622 1208

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Fax 00 33 1 4 050 0996

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Fax 00 49 228 540 513/54

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Georgetown Guyana,
Tel 001 592 2 63 996, 68965, 77573
Fax 001 592 2 57012

Hong Kong - High Commission Of India
16, D United Centre, 95, Queensway, Hong Kong
Tel 00 852 528 4028/29
Fax 00 852 865 4617
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<td>PO Box 4620, Harare, Zimbabwe</td>
<td>263 4 79 5955/56</td>
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**EMBASSIES/HIGH COMMISSIONS AND CONSULATES IN INDIA**

**AFGHANISTAN**
- Plot No. 5, Block 50-F, Shantipath
  - Charakypuri, New Delhi 110 021
  - Tel 011 60 3331, 60 6625
  - Fax 011 687 5439
  - 115, Walkeshwar Road, Mumbai 400 006
  - Tel 022-363 3777

**ALGERIA**
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  - Tel 011 688 2014, 688 3910
  - Fax 011 688 2289

**ANGOLA**
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  - Tel 011 60 0055, 688 8592
  - Fax 011 688 4839

**ARAB REPUBLIC OF EGYPT**
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  - New Delhi 110 021
  - Tel 011 611 4096, 611 4097
  - Fax 011 688 5355

**ARGENTINA**
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  - Tel 011-671345, 678903, 678411, 67 1348
  - Fax 011 688 6501

**AUSTRALIA**
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  - New Delhi 110 021
  - Tel 011 688 8223, 688 5556, 687 2035
  - Fax 011 688 5199 (Austrade) 6887366
  - Maker Tower 'E', 16th floor,
    Cuffe Parade, Colaba Mumbai 400 005
  - Tel 022 2181071/1072
  - Fax 022 218 8189/8228

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  - Tel 011 601 112, 60 1238, 60 1555, 60 1607
  - Fax 011 688 6929
  - 206-210, Bbarama Bldg., 2nd floor
    Bandra Kurla Complex, Bandra (E)
    Mumbai 400 051
  - Tel 022 641 2291/2
  - Fax 022 640 2117
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<td>Lebanon</td>
<td>Embassy Of India</td>
<td>31, Kantari Street, Shahmanraj Bldg., PO Box No 113-5250 (Hamra)</td>
<td>00 218 21 4 1835/36</td>
<td>00 218 21 3 7560</td>
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<tr>
<td>Libya</td>
<td>Embassy Of India</td>
<td>16/18, Shara Mahmoud Shaltout, Garden City, PO BOX 3150, Tripoli, Libya</td>
<td>00 261 2 23334, 27156</td>
<td>00 261 2 33790</td>
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<tr>
<td>Madagascar</td>
<td>Embassy Of India</td>
<td>4, Lalana Rajaonson E Mile, Tsamalana B P 1787, Antananarivo, Madagascar</td>
<td>00 603 253 3504, 00 603 253 3507</td>
<td>00 603 23324</td>
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<td>Malaysia</td>
<td>High Commission Of India</td>
<td>20th floor, West Block, Wsma Salangor Dredging 142 C, Jalan, Ampang 50450, Kuala - Lumpur, Malaysia</td>
<td>00 261 2 23334, 27156</td>
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<tr>
<td>Nepal</td>
<td>Embassy Of India</td>
<td>97, Klein Windhoek Road, PO Box No. 1209 Windhoek, Namibia</td>
<td>00 97 71 41 0900, 41 1940, 41 1466</td>
<td>00 97 71 41 3132</td>
</tr>
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<td>Nigeria</td>
<td>High Commission Of India</td>
<td>Avenida Montero, 99, Colonio Polanco C P 11850, Mexico DF</td>
<td>00 52 5 351 1050/002</td>
<td>00 52 5 254 2349</td>
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<td>Norway</td>
<td>Embassy Of India</td>
<td>26, Peace Street PO Box 691, Ulaan Batar, Mongolia</td>
<td>00 976 1 358772, 358122</td>
<td>00 976 1 358171</td>
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<td>Mozambique</td>
<td>Embassy Of India</td>
<td>Avenida Kenneth Kaunda No. 167, PO Box No 4751, Maputo, Mozambique</td>
<td>00 258 1 492437</td>
<td>00 258 1 492364</td>
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<td>Myanmar</td>
<td>Embassy Of India</td>
<td>No. 545 - 547, Merchant Street, PO Box No. 751, Yangon, Myanmar</td>
<td>00 95 1 82550 to 52/82933</td>
<td>00 95 1 89562</td>
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<tr>
<td>Namibia</td>
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<td>97, Klein Windhoek Road, PO Box No. 1209 Windhoek, Namibia</td>
<td>00 261 2 23334, 27156</td>
<td>00 261 2 33790</td>
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<td>Mauritius</td>
<td>High Commission Of India</td>
<td>Life Insurance Corporation Of India Building 6th floor, President John Kennedy Street PO Box No. 162, Port Louis, Mauritius</td>
<td>00 230 208 3775/76, 208 0031</td>
<td>00 230 208 6859</td>
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<tr>
<td>Netherlands</td>
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<td>Buttenrustweg 2, 2517 KD, The Hague Netherlands</td>
<td>00 31 70 346 9771</td>
<td>00 34 70 361 7072</td>
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<td>New Zealand</td>
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<td>180, Molésworth Street, PO Box No. 4045 Wellington, New Zealand</td>
<td>00 64 4 473 6390/91</td>
<td>00 64 4 499 06655</td>
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<tr>
<td>Morocco</td>
<td>Embassy Of India</td>
<td>13, Charla Meleha Agdal, Rabat, Morocco</td>
<td>00 212 7 674543, 671339</td>
<td>00 212 7 671269</td>
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<tr>
<td>Norway</td>
<td>Embassy Of India</td>
<td>Niels Jues, Gate 30, 0244 Oslo 2, Norway</td>
<td>00 47 22 44 3194, 55 2229</td>
<td>00 47 22 44 0720</td>
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<td>Country</td>
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<td>011 3010900</td>
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<td></td>
<td>Tel</td>
<td>Fax 011 3010961/301 1502</td>
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<td>L &amp; T House, Ballard Estate, Mumbai 400 038</td>
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<td>EGYPT</td>
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<td>022 367 6422/07/6386</td>
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<tr>
<td></td>
<td>Off Napean Sea Road, Mumbai 400 006</td>
<td>Fax 022 363 4558</td>
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<td>ETHIOPIA</td>
<td>7/50-G, Satya Marg, Chanakyapuri</td>
<td>011 611 9513, 611 9514, 688 4931</td>
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<td>New Delhi 110 021</td>
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<td>India</td>
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<td>Radieskeho 2, 81102, Bratislava, Slovak (Republic)</td>
<td>Tel: 00-427-5361700</td>
<td>Fax: 00-427-5361690</td>
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<td>South Africa - High Commission Of India</td>
<td>852,Schoeman street Arcadia Street, 007</td>
<td>PO Box No. 40216, Arcadia 0007, Pretoria SA</td>
<td>Tel: 00 27 11 3425310, 3411571/600</td>
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<td>Office of High Commission Of India</td>
<td>Teh Terraces, 9th floor, 34 Bree Street</td>
<td>PO Box 3316 Cape Town 8001, South Africa</td>
<td>Tel: 00-27-21-4198110</td>
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<td>Consulate General Of India</td>
<td>Station Building, Fourth Floor, Pine Street</td>
<td>PO Box 3276, Durban 4001, South Africa</td>
<td>Tel: 00-27-31-304-7020 &amp; 23 to 26</td>
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<td>Consulate General Of India</td>
<td>&quot;India House&quot;, 1, Eton Road</td>
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<td>Parktown, 2193, Box 6805</td>
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<td>Spain - Embassy Of India</td>
<td>Avenda Pio XII30-32, 28016 Madrid</td>
<td>Main (Spain)</td>
<td>Tel 00 34 1 345 0406, 345 0209</td>
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<td>E-mail 100705, 1051 @ Compuserver.com.</td>
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<td>Honorary Consulate General Of India</td>
<td>C/Teodoro Roviralta 21-23-08022</td>
<td>Barcelona, Spain</td>
<td>Tel: 00-34-3-21204022/2120354</td>
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<td>T-Enerife - Honorary Consulate General Of India</td>
<td>Calle Sanjose No. 23, 2nd Floor</td>
<td>PO Box No. 336, 38002 Santa Cruz De Tenerife Canary Islands, Spain</td>
<td>Tel: 00-34-32-241416/243503</td>
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<td>Senegal - Embassy Of India</td>
<td>5 Avenue Carde, 1st floor, B P 398</td>
<td>Dakar, Senegal</td>
<td>Tel 00 221 225875/210979</td>
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<td>Seychelles - High Commission Of India</td>
<td>Le Chantier, Post Box No. 488, Victoria</td>
<td>Mahe, Seychelles</td>
<td>Tel 00 248 224489/224952</td>
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<td>Sierra Leone - Honorary Consulate General Of India</td>
<td>Post Box No. 26, Rawon Street, Freetown</td>
<td>Sierra Leone</td>
<td>Tel: 00-232-22-22452 to 5</td>
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<td>&quot;India House&quot;, 31 Grange Road</td>
<td>PO Box No. 92 912304 Singapore</td>
<td>Tel: 00 65 737 6777, 737 6809</td>
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<td>852,Schoeman street Arcadia Street, 007</td>
<td>PO Box No. 40216, Arcadia 0007, Pretoria SA</td>
<td>Tel: 00 27 11 3425310, 3411571/600</td>
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<td>Office of High Commission Of India</td>
<td>Teh Terraces, 9th floor, 34 Bree Street</td>
<td>PO Box 3316 Cape Town 8001, South Africa</td>
<td>Tel: 00-27-21-4198110</td>
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303, Cumballa Crest, 42 Pedder Road
Mumbai 400 026
Tel 022 386 5020/386 3659, Fax 022 386 3659

MALAYSIA
50-M, Satya Marg, Chanakyapuri, New Delhi 110 021
Tel 011 60 1291/60 1292/60 1296/60 1297
Fax 011 688 1538
Rahimtoola house, Homji Street, Mumbai 400 001
Tel 022 266 0056/90, Fax 022 266 49 53

MALDIVES
Nathani Estate, Nathani Rd., Vidya vihar
Mumbai 400 086
Tel 022 511 5111 , Fax 022 514 6311

MAURITIUS
5, Kaulity Marg, Chanakyapuri, New Delhi 110 021
Tel 011 301 1112, 301 1113
Fax 011 301 9925
115, C Wing, 11th Flr, Mittal Towers
Nariman Point, Mumbai 400 021
Tel 022 282 5127/824 5466/284 4165
Fax 022 284 5468

MEXICO
10, Jor Bagh, New Delhi 110 003
Tel 011 469 7991/7992, 461 5128
Fax 011 469 2360

MONACO
DLF Centre' 9th Flr, Sansad Marg
New Delhi 110 001
Tel 011 371 9202-04/9206
Fax 011 371 9233

MONGOLIA
34, Archbishop Makarios Marg
New Delhi 110 003
Tel 011 463 1728, 461 7989
Fax 011 463 3240

MOROCCO
33, Archbishop, Makarios Marg
New Delhi 110 003
Tel 011 463 6920/6921/6923/6924
Fax 011 463 6925

MYANMAR
3/50 F, Nyaya Marg, Chanakyapuri
New Delhi 110 021
Tel 011 60 0251/60 0252
Fax 011 687 7942

NAMIBIA
D-6/24, Vasant Vihar, New Delhi 110 057
Tel 011 611 0389/90 , Fax 011 611 6120

NEPAL
Barakhamba Road, New Delhi 110 001
Tel 91 11 332 9969/8066/9218/7361
Fax 91 11 332 6857

NETHERLANDS
6/50F, Shantipath, Chanakyapuri
New Delhi 110 021
Tel 011 688 4951/52/53/54/47
Fax 011 688 4956
"The International", Marine Lines Cross Road No.1
Churchgate, Mumbai 400 020
Tel 022 201 6750, Fax 022 206 9436
Netherlands Business Promotion Office (Gujarat)
705, 7th Floor, Shriratna, Panchvati, Ellisbridge
Ahmedabad-380 006
Tel: 079 6449858, Fax: 079 6443282

NEW ZEALAND
50-N, Nyaya Marg, Chanakyapuri
New Delhi 110 021
Tel 011 688 3170 , Fax 011 687 2317

NICARAGUA
8/83, Poornanand, Banganga Road
Walkeshwar, Mumbai 400 006
Tel 022 367 2405

NIGERIA
21, Olof Palme Marg, Vasant Vihar
New Delhi 110 057
Tel 011 687 6646/687 6238
Fax 011 687 6641/687 6647

NORWAY
Shantipath, Chanakyapuri, New Delhi 110 021
Tel 011 687 3532/3532/3573/3576
Fax 011 687 3814
16, Nawroji Mansion
31, Nathalai Purekh Marg, Mumbai 400 039
Tel 022 284 1368/2042/2098
Fax 022 204 6576

OMAN
16, Olof Palme Marg, Vasant Vihar
New Delhi 110 057
Tel 011 670215/4798/1704
Fax 011 687 6478

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<td>United Kingdom - High Comission Of India</td>
<td>India House, Aldwych, London WC2B 4NA</td>
<td>Tel: 00 44 71 836 8484</td>
<td>Fax: 00 44 71 836 4331</td>
<td>Email: mailsection@hicomind,demon.co.uk</td>
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<tr>
<td>Consulate General of India</td>
<td>20, Augusta Street, Jewellery Quarters, Birmingham B 18 6JL, UK</td>
<td>Tel: 00 44 121 212 2778, 2782</td>
<td>Fax: 00 44 21 212 2766</td>
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<td>Consulate General of India</td>
<td>141, West Nile Street, Saint Andrew House, Glasgow G1 2RN, UK</td>
<td>Tel: 00 44 21 0141 333116</td>
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<td>United States Of America Embassy Of India</td>
<td>2107, Massachusetts Avenue, NW Washington DC 20008, USA</td>
<td>Tel: 00 1 202 939 7000</td>
<td>Fax: 00 1 202 939 7027</td>
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<tr>
<td>Consulate General of India</td>
<td>455, North City Front Plaza Drive, Suite 850, Chicago, Illinois 60611, USA</td>
<td>Tel: 00 1 312 595 0405 to 0410</td>
<td>Fax: 00 1 312 595 0416, 0417</td>
<td>Email: <a href="mailto:congindia.chi@intematcom.com">congindia.chi@intematcom.com</a></td>
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<tr>
<td>Consulate General of India</td>
<td>3 Post Oak Central, Suite # 600, 1990, Post Oak Blvd, Houston Texas-77056, USA</td>
<td>Tel: 00 1 713 6262148 &amp; 49</td>
<td>Email: <a href="mailto:cgl-hou@accesscomm.net">cgl-hou@accesscomm.net</a></td>
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<td>United Arab Emirates - Embassy Of India</td>
<td>Villa No 9, Street No 5, Sector 2/33, Khalidiya, PO Box 4090, Abu Dhabi</td>
<td>Tel: 00 971 2 66 4800</td>
<td>Fax: 00 971 2 65 1518</td>
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<td>Consulate General of India</td>
<td>Al-Hamaria Diplomatic Enclave, PO Box 737, Dubai</td>
<td>Tel: 00 971 4 519666, 511420</td>
<td>Fax: 00 971 4 524453</td>
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<td>Maker Chambers-IV, 10th floor, Nariman Point</td>
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<tr>
<td>THAILAND</td>
<td>56 N, Nyaya Marg, Chanakyapuri</td>
<td>Tel 011 60 5679/611 8103/611 8104</td>
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<td></td>
<td>New Delhi 10 021</td>
<td>Fax 011 687 2029</td>
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<td></td>
<td>Krishnapur, 43, Bhubnabhai Desai Road</td>
<td>Tel 022 363 1404, Fax 022 363 2417</td>
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<td></td>
<td>Mumbai 400 026</td>
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<tr>
<td>TRINIDAD &amp; TOBAGO</td>
<td>131, Jor Bagh, New Delhi 110 003</td>
<td>Tel 011 461 8186/461 8187</td>
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<tr>
<td>TUNISIA</td>
<td>23, Palam Marg, Vasant Vihar</td>
<td>Tel 011 688 5346/688 5349/688 5351</td>
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<tr>
<td></td>
<td>New Delhi 110 057</td>
<td>Fax 011 688 5301</td>
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<td>TURKEY</td>
<td>50/N, Nyaya Marg, Chanakyapuri</td>
<td>Tel 011 60 1921/60 1701/60 1706</td>
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<td></td>
<td>New Delhi 110 021</td>
<td>Fax 011 688 14409</td>
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<td>TURKMENISTAN</td>
<td>1/13, Santiniketan, New Delhi 110 021</td>
<td>Tel 011 611 8409, 611 8332</td>
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<td>Fax 011 611 8332</td>
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BAHRAIN
53, Maker Towers F, Cuffe Parade, Colaba
Mumbai 400 005
Tel  022 218 5856/58
Fax  022 218 8817

BANGLADESH
56 Ring Road, Lajpat Nagar III
New Delhi 110 024
Tel  011 683 4668, 683 9209, 683 4065
Fax  011 683 9237

BELGIUM
50N, Shantipath, Chanakyapuri
New Delhi 110 021
Tel  011 60 8295, 60 8067, 60 7957
Fax  011 688 5821, 60 4072
Morena, 11 M L Dahanukar Marg
Mumbai 400 026
Tel  022 493 9261/492 9202
Fax  022 495 0420

BHUTAN
Chandragupta Marg, Chanakyapuri
New Delhi 110 021
Tel  011 60 9218/9217
Fax  011 687 6710

BRAZIL
8, Aurangzeb Road, New Delhi 110 011
Tel  011 301 7301
Fax  011 301 5086
406, Shanla Chambers
33, New Marine Lines, Mumbai 400 020
Tel  022 200 2256/36
Fax  022 200 9456

BRUNEI DARUSSALAM
A 42, Vasant Mrg, Vasant Vihar, New Delhi 110 057
Tel  011 688 1545, 688 8341
Fax  011 688 1808

BULGARIA
EP 16-17, Chandragupta Marg
Chanakyapuri, New Delhi 110 021
Tel  011 60 7413, 60 7716, 60 8048
Fax  011 687 6190

COMBODIA
B-47, Soami Nagar, New Delhi 110 017
Tel  011 642 3782, 642 5368
Fax  011 642 5363

CANADA
7/8 Shantipath, Chanakyapuri
New Delhi 110 021
Tel  91 11 687 6500 Fax  91 11 687 5387
4th Floor, Maker Chambers-VI
Nariman Point, Mumbai 400 021
Tel  022 287 6027/8/9
Fax  022 287 5514

CHILE
R/7, Hauz Khaz, Near Asiad Games Village
New Delhi 110 016
Tel  011 685 0537/66 1689
Fax  011 685 0231

CHINA
50-D, Shantipath, Chanakyapuri
New Delhi 110 021
Tel  011 60 0328, 60 0329
Fax  011 688 5486

COLOMBIA
82-D, Malcha Marg, Chanakyapuri
New Delhi 110 021
Tel  011 301 2771/2773
Fax  011 379 2485

COSTA RICA
Standard Bldg., 1st floor, D N Road
Fort, Mumbai 400 001
Tel  022 24 0351, Fax  022 284 5002

CROATIA
Hotel "Le Meridien" Room No. 1231
Windsor Place, New Delhi 110 001
Tel  011 371 0101 Ext 1231
Fax  011 371 4545, 371 6989

CUBA
4, Munirka Marg, Vasant Vihar, New Delhi 110 057
Tel  011 688 3849, 688 2459
Fax  011 688 3846

CYPRUS
106, Jor Bagh, New Delhi 110 003
Tel  011 469 7503, 469 7508
Fax  011 462 8828

CZECHOSLOVAKIA
50-M, Niti Marg, Chanakyapuri
New Delhi 110 021
Tel  011 611 0205/0318/0382
Fax  011 688 6221
NAMES AND ADDRESSES OF EXPORT PROMOTION
Councils, Commodity Boards, Govt. Organisations & Associations

COUNCILS

Agricultural and Processed Food Products Export Development Authority
Ansal Chambers II (3rd Floor)
6, Bhikaji Cama Place, Ring Road
New Delhi -110 066
Tel: 011 687 2159/687 2141
Fax: 011-687 5016

Marine Products Export Development Authority
MPEDA House, Panampilly Nagar Avenue
Cochin 682 015
Tel: 0484 31 1979 (5 lines)
Fax: 0484 31 3361

Trade Promotion Office:
101, Nirmal Tower, Barakhamba Road
New Delhi -110 001
Tel: 011 371 9126
Fax: 011 331 0582

Regional Office:
6th Floor, Regent Chambers, Jamnalal Bajaj
Marg, Nariman Point, Mumbai 400 021

Basic Chemicals Pharmaceuticals & Cosmetics Export Promotion Council(CHEMEXCIL)
Jhansi Castle (4th Floor)
7, Coopenance Road, Mumbai - 400 039
Tel: 022 202 1288/202 1350/202 6549
Fax: 022 202 6684

Cashew Export Promotion Council
PB No 1709, Chittoor Road, Ernakulam South
Cochin-682 016
Tel: 0484 35 1973 36 1459
Fax: 0484 35 1973

Chemicals and Allied Products Export Promotion Council
14/1B, World Trade Centre, 2nd Floor
Ezra Street, Calcutta 700 001
Tel: 033 26 7733/34/35, 26 7082
Fax: 033 -26 1204

Regional Office:
8, Shahaed Bhagat Singh Marg
Lakshmi Niwas, New Delhi - 110 001
Tel: 011 31 0346
Fax: 011 35 3169

Electronics and Computer Software Export Promotion Council
PHD House, 3rd Floor
Opp. Asiad Games Village Complex
New Delhi-110 016
Tel: 011 69 61033/69 6206/65 4433
Fax: 011 68 5412

Engineering Export Promotion Council
World Trade Centre, 14/1B Ezra Street, 3rd Floor
Calcutta 700 001
Tel: 033 26 3080/81/82/83/84/85
Fax: 033 26 6302

Regional Offices:
1. Vandana Building, 4th Floor
11, Tolstoy Marg, New Delhi 110 001
Tel: 011 331 4560/331 4685/37 1124
Fax: 011 331 0920
2. Centre-J, 12th Floor, World Trade Centre
Cuffe Parade, Mumbai 400 005
Tel: 022 218 6655/60, 218 1673 / 218 1762/218 1834
Fax: 022 218 0119

Gem and Jewellery Export Promotion Council
Diamond Plaza, 5th Floor, 391 A
Dr. Dadasaheb Bhadkamakar Marg
Mumbai 400 004
Tel: 022 3871135/388 8004
Fax: 022-386 8752

Regional Office:
F-33, Flatted Factories Complex, Jhandewalan Ext.
Rani Jhansi Road, New Delhi 110 055
Tel: 011 751 4197
Fax: 011 777 5274

Council for Leather Exports
53, Syednabahama Road, Madras 600 003
Tel: 044 58 9098/58 2041
Fax: 044 58 8713

Regional Office:
11th Floor, World Trade Centre
4 Cuffe Parade, Mumbai 400 005
6G-6H, Gopala Towers, Rajendra Place
New Delhi 110 008
Tel: 011 575 2760/571 1437
<table>
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<tr>
<th>Country</th>
<th>Address</th>
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<tr>
<td>Ireland</td>
<td>13, Jor bagh, New Delhi 110 003</td>
<td>Tel 91 11 461 7435/5-485, 469 8608</td>
<td>Fax 91 11 469 7053</td>
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<tr>
<td></td>
<td>Royal Bombay Yacht Club</td>
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<td>Apollo Bunder, Mumbai 400 039</td>
<td>Tel 022 287 2045/202 4607</td>
<td>Fax 022 287 1087</td>
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<tr>
<td>Israel</td>
<td>3, Aurangzeb Road, New Delhi 110 011</td>
<td>Tel 011 301 3238, Fax 011 301 4298</td>
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<tr>
<td></td>
<td>Kailash, 50 Peddar Road, Mumbai 400 026</td>
<td>Tel 022 386 2793/415, Fax 022 387 0963</td>
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<tr>
<td>Italy</td>
<td>50-E, Chandragupta Marg, Chanakyapuri, New Delhi 110 021</td>
<td>Tel 91 11 611 4355, Fax 91 11 687 3889</td>
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<tr>
<td></td>
<td>Kanchan Junga Bldg., Near Kemps Corner Overbridge, 72, Peddar Road, Mumbai 400 026</td>
<td>Tel 022 387 4071/2/3, Fax 022 387 4074</td>
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<tr>
<td>Japan</td>
<td>50-G, Shantipath, Chanakyapuri, New Delhi 110 021</td>
<td>Tel 011 687 6581/6582/6564</td>
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<tr>
<td></td>
<td>1, M L Dahanukar Marg, Cumballa Hill, Mumbai 400 026</td>
<td>Tel 022 493 3857/493 3843</td>
<td>Fax 022 493 2146</td>
</tr>
<tr>
<td>Jordan</td>
<td>1/21, Shantiniketan, New Delhi 110 021</td>
<td>Tel 011 606678/7732</td>
<td>Fax 011 688 3763</td>
</tr>
<tr>
<td>Kazakhstan</td>
<td>EP 16-17, Chandragupta Marg, Chanakyapuri, New Delhi 110 021</td>
<td>Tel 011 688 1461, Fax 011 301 8668</td>
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<tr>
<td>Kenya</td>
<td>66, Vasant Marg, Vasant Vihar, New Delhi 110 057</td>
<td>Tel 011 687 6538/6539/6540</td>
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<tr>
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<td></td>
<td>Fax 011 687 6550</td>
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<tr>
<td>Korea - Democratic People's Republic of North Korea</td>
<td>C31, Friends Colony (East), New Delhi 110 065</td>
<td>Tel 011 682 9644, 682 9645</td>
<td>Fax 011 646 6357</td>
</tr>
<tr>
<td>Kuwait</td>
<td>S-A, Shantipath, Chanakyapuri, New Delhi 110 021</td>
<td>Tel 011 60 0791</td>
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<tr>
<td></td>
<td>Vaswani Mansions, Flat No.2, 120 Dinshaw Vacha Road, Opp. K.C College Churchgate, Mumbai 400 020</td>
<td>Tel 022 287 1897/287 3007</td>
<td>Fax 022 204 8180</td>
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<tr>
<td>Kyrgyzstan</td>
<td>A9/32, Vasant Vihar, New Delhi 110 057</td>
<td>Tel 011 21 11 688 6890</td>
<td>Fax 011 688 1868</td>
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<tr>
<td>Laos</td>
<td>E-53, Panchsheel Park, New Delhi 110 017</td>
<td>Tel 011 642 7447/642 8588</td>
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<tr>
<td>Lebanon</td>
<td>10, Sardar Patel Marg, New Delhi 110 021</td>
<td>Tel 011 301 3174/301 3637</td>
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<tr>
<td>Libya</td>
<td>22, Golf Links, New Delhi 110 003</td>
<td>Tel 011 4697717/8027/7771</td>
<td>Fax 011 463 3005</td>
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<tr>
<td></td>
<td>Ismail Bldg., Flora Fountain, Mumbai 400 001</td>
<td>Tel 022 204 6735/285 2512, Fax 022 204 4598</td>
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<tr>
<td>Madagascar</td>
<td>Ismail Bldg., Flora Fountain, Mumbai 400 001</td>
<td>Tel 022 204 6735/285 2512, Fax 022 204 4598</td>
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<tr>
<td>Malta</td>
<td>1, Hailey Road, New Delhi 110 001</td>
<td>Tel 011 691 1050/332 9090</td>
<td>Fax 011 332 9393</td>
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</table>
Wool & Woollens Export Promotion Council
612/714, Ashoka Estate, 24 Banarkamba Road
New Delhi 110 001
Tel: 011 311 5512/331 5205
Fax: 011 331 3465

Regional Office:
Churchgate Chambers, 7th floor
5 New Marine Lines, Mumbai 400 020
Tel: 022 262 4680

Jute Manufacturers Development Council
3A Park Plaza, 71 Park Street, Calcutta 700 016
Tel: 033 29 9240/29 7136/29 3437/38
Fax: 033 29 7136

Regional Office:
Vandana Building, Flat 6E 11, Tolstoy Marg
New Delhi 110 001
Tel: 011 371 5952

Boards

Coffee Board
PO Box No. 359, No.1, Vidhana Veedh
Bangalore 560 001
Tel: 0812 28917/75266
Fax: 0812 265557

Regional Office:
414/415, Ashoka Estate
24 Banarkamba Road, New Delhi - 110 001
Tel: 011 331 0934/331 3994

Spices Board
K.C. Avenue, St. Vincent Cross Road
PB No. 1909, Ernakulam
Cochin 682018
Tel: 0885 35 3837/35 3209/35 3632/35 3578/36 0767/36 6403
Fax: 0885 36 4429

Regional Offices:
A-428, Defence Colony
New Delhi 110 024
Tel: 011 61 1510
Fax: 011 462 1359
605 Regent Chambers, 6th Floor
Jamanal Bajaj Marg, Nariman Point
Mumbai 400 021
Tel: 022 287 1478

Tea Board
14, Biplabi Trikotya, Maharaj Sarani
(Brabourne Road) PO Box No. 2172
Calcutta 700 001
Tel: 033 26 0210/26 6125
Fax: 033 26 0218/25 1411

Regional Office:
4E/14, Azad Bhawan, 3rd Floor
Jhandewalan Extension, New Delhi 110 055
Tel: 011 52 4338

Tobacco Board
PB No. 322, Srinivas Rao Tota Road
Guntur-522 004, Andhra Pradesh
Tel: 0863 23399/22434

Liniaison Office:
B-4/141, Safdarjung Enclave
New Delhi 110 029
Tel: 011-688 5309 60 1906

Rubber Board
Shastri Road, PB No. 280
Kottayam 686 001 (Kerala)
Fax: 0481 481 8317

Central Silk Board
United Mansions, 2nd Floor, 39 M.G Road
Bangalore 560 001
Tel: 080 28917/70250

Regional Offices:
1. Meghdoort, 95 B, Marine Drive
   Mumbai 400 002
   Tel: 022 29 1826
2. Flat No. 511-514 5th floor
   World Trade Centre, Banarkamba Lane
   New Delhi 110 001
   Tel: 011 573 3543

Coir Board
PB No. 1752, M.G. Road, Arvakad
South Cochin 682 016 (Kerala)
Tel: 0484 35 1807/788/954/35 4397
Fax: 0484 36 0676

Showroom:
3/90, Mansarover Building, Nehru Place
New Delhi 110 019
Tel: 011 643 1544
Fax: 011 656 6583
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<td>Qatar</td>
<td>G 5, Anand Niketan, New Delhi 110 021</td>
<td>Tel 011 611 7240/41, Fax 011 688 2184</td>
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<td>Bajaj Bhavan, Nariman point</td>
<td>Tel 022 202 7192/202 6701, Fax 022 202 3692</td>
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<td>Pakistan</td>
<td>2/50-6G, Shantipath, Chanakyapuri</td>
<td>Tel 011 60 0601/600603/415/676004, Fax 011 637 2339</td>
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<td>Palestine</td>
<td>D-1/27, Vasant Vihar, New Delhi 110 057</td>
<td>Tel 011 67 6605/67 2859, Fax 011 687 9743</td>
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<tr>
<td>Panama</td>
<td>200, Jor Bagh, New Delhi 110 003</td>
<td>Tel 011 464 2518/460 1685, Fax 011 464 2518</td>
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<tr>
<td>Peru</td>
<td>D-6/13 C, Vasant Vihar, New Delhi 110 057</td>
<td>Tel 011 67 4085, 67 3937, Fax 011 687 6427</td>
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<td>Ador House, 6, K Dubash Marg, Mumbai 400 001</td>
<td>Tel 022 287 1089, Fax 022 204 3625</td>
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<td>Philippines</td>
<td>50-N, Nyaya Marg, Chanakyapuri</td>
<td>Tel 011 60 1120, 60 3511, Fax 011 687 6401</td>
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<td>116, Free Press House, 215, Nariman point, Mumbai 400 021</td>
<td>Tel 022 202 4792/0375, Fax 022 202 0295</td>
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<td>Poland</td>
<td>50 M, Shantipath, Chanakyapuri</td>
<td>Tel 011 60 8321/60 8322/60 8851, Fax 011 687 2033</td>
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<td></td>
<td>Manavi Apartments, 2nd floor, 36, T C Kher Marg, Malabar Hill, Mumbai 400 036</td>
<td>Tel 022 363 3863/64, Fax 022 363 3376</td>
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<tr>
<td>Portugal</td>
<td>13, Sunder Nagar, New Delhi 110 003</td>
<td>Tel 011 460 1262, Fax 011 460 1252</td>
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<tr>
<td>Russia</td>
<td>Shantipath, Chanakyapuri, New Delhi 110 021</td>
<td>Tel 011 687 3799/3800/611 0642/6850, Fax 011 687 6823</td>
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<td>‘Palm Beach’ 42, J Mehta Marg, Mumbai 400 006</td>
<td>Tel 022 363 3627, Fax 022 363 0403</td>
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<td>SADR</td>
<td>E 16, East of Kailash, New Delhi 110 065</td>
<td>Tel 011 643 5804, Fax 011 621 8658</td>
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<tr>
<td>Saudi Arabia</td>
<td>D-12 NDSE Part II, New Delhi 110 049</td>
<td>Tel 011 644 2470/2471/5419, 622 2790, Fax 011 644 9423</td>
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<tr>
<td>Senegal</td>
<td>30, Paschimi Marg, Vasant Vihar</td>
<td>Tel 011 687 3720, 687 5808, Fax 011 687 5809</td>
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<tr>
<td>Seychelles</td>
<td>Plot 478, 1st floor, 13th Road, Chembur, Mumbai 400 071</td>
<td>Tel 022 551 2360, Fax 022 551 3850</td>
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<td>Singapore</td>
<td>E-6, Chandragupt Marg, Chanakyapuri, New Delhi 110 021</td>
<td>Tel 011 688 5659/688 6506/687 7939/610855, 687 7939, 61 9855, Fax 011 688 6798</td>
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<th>INTERNATIONAL TRADE INFORMATION CENTRES</th>
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<tr>
<td>Afghanistan</td>
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<tr>
<td>Trade Information and Documentation Centre</td>
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<tr>
<td>Ministry of Commerce, Darulaman Road, Kabul</td>
</tr>
<tr>
<td>Telex: 34 COMSTRY AF</td>
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<td>Australia</td>
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<tr>
<td>Agricultural &amp; Multilateral Policy Division</td>
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<tr>
<td>Department of Trade, Kings Avenue, Canberra</td>
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<tr>
<td>ACT, 1600</td>
</tr>
<tr>
<td>Telex: AA 621 9394</td>
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<tr>
<td>Bangladesh</td>
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<tr>
<td>International Trade Organisation Branch</td>
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<tr>
<td>Ministry of Commerce, Secretariat, Dhaka, Bangladesh</td>
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<tr>
<td>Telex: 64 2201 FTD BJ</td>
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<td>Trade Information Centre, Export Promotion Bureau</td>
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<tr>
<td>122-124 Motijheel C/A, Dhaka</td>
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<tr>
<td>Telex: EPBB 64 2204 DJ</td>
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<td>Bhutan</td>
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<td>Trade Information Centre</td>
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<tr>
<td>Department of Trade and Commerce</td>
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<tr>
<td>PO Box 151, Thimpu, Bhutan</td>
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<td>Cable: BHUTRADE, THIMPU</td>
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<tr>
<td>Brunei Darussalam</td>
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<tr>
<td>Economic Planning Unit, State Secretariat</td>
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<tr>
<td>Badar Seri Begawan</td>
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<tr>
<td>Telex: BRUGOV BU 2209</td>
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<td>Burma (Myanmar)</td>
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<tr>
<td>Trade Information Service, Directorate of Trade</td>
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<tr>
<td>228/240, Strand Road, Rangoon</td>
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<tr>
<td>Telex: 21338 TRAPO</td>
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<td>China</td>
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<tr>
<td>Division International Trade Research Institute</td>
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<tr>
<td>PO Box 45 Beijing</td>
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<tr>
<td>Telex: 22168 MFTPKCN</td>
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<tr>
<td>China Council for Promotion of International Trade</td>
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<tr>
<td>Fuxing Men Wal St., Beijing</td>
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<tr>
<td>Telex: 22315 CCPIT CN</td>
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<td>China International Economic Information Centre</td>
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<tr>
<td>North St., Beijing</td>
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<tr>
<td>Tel: 446331</td>
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<tr>
<td>Telex: 22559 COMPT IN</td>
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<td>Cooks Island</td>
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<tr>
<td>Department of Trade, Labour and Transport</td>
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<tr>
<td>PO Box 61 Rarotonga</td>
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<tr>
<td>Telex: SECGOV 62006 RG</td>
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<tr>
<td>Federation States of Micronesia</td>
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<td>Division of Commerce &amp; Industry</td>
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<td>Department of Resources &amp; Development</td>
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<td>PO Box 490, Kolonia, Ponape 96941</td>
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<td>The Federated States of Micronesia, FSM</td>
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<td>Trade Information Centre</td>
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<tr>
<td>Economic Development Board of Fiji</td>
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<tr>
<td>PO Box 2303, Suva</td>
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<td>Telex: 2355 EDBFJ</td>
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<td>France</td>
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<td>Department of External Relations</td>
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<td>Centre Francis Du Commerce Exterieur</td>
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<td>10 Ava d'lena</td>
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<td>75783 Paris, Cedex 16</td>
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<td>Telex: C.F.C.E.P. 611934 F</td>
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<td>Guam</td>
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<td>Economic Research Centre</td>
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<td>Department of Commerce</td>
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<tr>
<td>590 South Marina Dr, Tamuning 96911</td>
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<td>Telex: 621 GOVGUAM GM</td>
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<td>Trade Enquiries Development Council</td>
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<td>Great Eagle Centre, 31/F, 23 Harbour Road</td>
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<td>Hong Kong Telex: 73595 CONHK HX</td>
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<td>Trade Information and Statistic Division</td>
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<td>Trade Development Authority</td>
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<tr>
<td>16, Parliament St., New Delhi 110 001</td>
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<td>Telex: 031 2735 AD EPT IN</td>
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<td>Directorate General of Commercial Intelligence &amp; Statistics</td>
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<tr>
<td>1, Council House St., Calcutta 700 001</td>
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<tr>
<td>Cable: HUJUSMODI CALCUTTA</td>
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<tr>
<td>Indian Institute of Foreign Trade</td>
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<td>Ashoka Bhavan, 93, Nehru Place, New Delhi 19</td>
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67
UGANDA  
B3/26, Vasant Vihar, New Delhi 110 057  
Tel  011 688 5817/687 4412  
Fax  011 687 4405

UKRAINE  
176, Jor Bagh, New Delhi 110 003  
Tel  011 461 6019/461 6086  
Fax  011 461 6085/461 6087

UNITED ARAB EMIRATES  
EP-12, Chandragupta Marg  
Chanakyapuri New Delhi 110 021  
Tel  011 67 0830/67 0945/687 2937/687 2822  
1, Jolly Maker Apts, Bunglow No. 7  
Cuffe Parade, Colaba, Mumbai 400 005  
Tel  022 2183021, Fax 022 218 0986

UNITED KINGDOM  
Shantipath, Chanakyapuri, New Delhi 110 021  
Tel  011 687 2161, Fax 011 6872882  
2nd Floor, Maker Chamber-IV  
Nariman Point, Mumbai 400 021  
Tel  022 283 0517/283 2330  
Fax  022 202 7940  
The British Council (Liaison Office)  
Bhasi Kaka Bhawan, Law Garden Road  
Ahmedabad-380 006  
Tel  079 6560693, Fax 079 6449493

UNITED STATE OF AMERICA  
Chanakyapuri, New Delhi 110 021  
Tel  011 60 0651 (50 lines), 611 3033  
Lincoln House, 78, Bhulabhai Desai Road  
Mumbai 400 026  
Tel  022 363 3611-18, Fax 022 363 0350  
US Council Office  
# 41/42, JMC House, 4th Floor  
Opp. Chudawad Police Chowky, Ambawadi  
Ahmedabad-380 015  
Tel  079 6565210/16, Fax 079 6560763

UZBEKISTAN  
D-4/6, Vasant Vihar, New Delhi 110 057  
Tel  011 611 9035/36  
Fax  011 687 3246

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N-114, Panchshil Park, New Delhi 110 017  
Tel  011 643 6535/643/6783/643 6913  
Fax  011 647 1686

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17, Kautilya Marg, Chanakyapuri, New Delhi 110 021  
Tel  011 301 8059/2133  
Fax  011 301 7714

YEMEN  
B-70, Greater Kailash-1, New Delhi 110 048  
Tel  011 641 4623/641 4731/622 1348  
Fax  011 647 8728  
Maker Towers 'F' 10th Floor  
Cuffe Parade, Mumbai 400 005  
Tel  022 218 3956/1586  
Fax  022 218 7661

YUGOSLAVIA  
350 G, Niti Marg, Chanakyapuri  
New Delhi 110 021  
Tel  011 687 2073/3661/3662  
Fax  011 688 5535  
Vaswani Mansion, 1st Floor, 120/4  
Dinshwa Vachha Road, Mumbai 400 020  
Tel  022 282 0404/282 0191  
Fax  022 202 2580

ZAIRE  
C-56, Panchsheel Enclave, New Delhi 110 017  
Tel  011 622 2796

ZAMBIA  
F-8/22, Vasant Vihar  
New Delhi 110 057  
Tel  011 687 7681/687 7848/687 7862  
Fax  011 687 7928  
A-Shivsagar Estate, Dr. A B Road  
Worli, Mumbai 400 018  
Tel  022 493 4573/494 8619  
Fax  022 495 0309

ZIMBABWE  
B-8 Anand Niketan  
New Delhi 110021  
Tel  011 688 5060/5436/687 2063/687 2064  
Fax  011 6886073

EUROPEAN ECONOMIC COMMISSION  
65, Golf Links, New Delhi 110 003  
Tel  011 462 9237/462 9238

62
Solomon Islands
Solomon Island, Trade Information Service
Ministry of Trade, Commerce and Industry
PO Box G-10, Honiara Telex: HQ 66311

Sri Lanka
Trade & Shipping Information Service
Ministry of Trade and Shipping
PO Box 1525 Colombo 3
Telex: TRADEINF-CE

Thailand
Trade Information Services Division
Dept. of Export Promotion
22/77 Rachadamisek Road
Bangkok 10900
Telex: THC TH 82354

Trade Statistics Centre
Dept. of Business Economics
Ministry of Commerce
Rajadamnern Klang, Bangkok 10200
Telex: 72041 BUECO TH

Tonga
Ministry of Labour, Commerce & Industries
Nuku, Alofa
Telex: 66235 MINOF ATS

United Kingdom
British Overseas Trade Board
1, Victoria St., London SW 1H OET
Telex: 8811074/5 Answerback: DTHQG

United States of America
Office of the Pacific Basin
Intra'1 Trade Administration
Dept. of Commerce, Washington D.C 20230

Vanuatu
Chamber of Commerce of Vanuatu
PO Box 189, Port Villa

Vietnam
Ministry of Foreign Trade
31, Trang Tien St., Hanoi
Telex: 4264 VF1
Export Development Centre
92-96, Ngo Quyen Street, Hanoi
Telex: 4264 VF1
Research Institute of Foreign Trade Economy
46, Ngo Quyen, Hanoi
Telex: 44264 VF1
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<tr>
<th>Organisation</th>
<th>Address</th>
<th>Contact Details</th>
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<tr>
<td>Overseas Construction Council of India</td>
<td>H-118, Himalaya House, 11th Floor</td>
<td>Tel: 011 3312936/3327550</td>
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<tr>
<td></td>
<td>23 Kasturba Gandhi Marg, New Delhi 110 001</td>
<td>Fax: 011 3312936</td>
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<td></td>
<td>Tel: 022 24 3779</td>
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<tr>
<td>Plastic Export Promotion Council</td>
<td>Centre-1, 11th Floor, World Trade Centre</td>
<td>Tel: 022 218 4474/218 4569</td>
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<td></td>
<td>Unit No.1, Cuffe Parade, Colaba</td>
<td>Fax: 022 218 4810</td>
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<td>Mumbai 400 005</td>
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<td>Shellac Export Promotion Council</td>
<td>World Trade Centre 14/1B</td>
<td>Tel: 033 26 5288/26 0010</td>
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<td></td>
<td>Ezra Street, 2nd Floor, Calcutta 700 001</td>
<td>Fax: 022 218 4725</td>
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<td>Sports Goods Export Promotion Council</td>
<td>2nd Floor, 1E/6 Swami Ram Tirth Nagar</td>
<td>Tel: 011 52 5695/52 9255</td>
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<td>Chandwad Extension, New Delhi 110 055</td>
<td>Fax: 011 7532147</td>
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<td>Export Inspection Council</td>
<td>Pragati Tower, 11th Floor</td>
<td>Tel: 011 572 9990/571 4783</td>
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<td>26 Rajendra Place, New Delhi 110 008</td>
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<tr>
<td>Apparel Export Promotion Council</td>
<td>NBCC Towers, 15, Bhikaji Cama Place</td>
<td>Tel: 011 688 3351 / 8505 / 8656 / 8300/ 4578</td>
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<tr>
<td></td>
<td>New Delhi 110 066</td>
<td>Fax: 011 838 0875</td>
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<tr>
<td>Regional Office:</td>
<td>Bajaj Bhavan, 12th Floor, Nariman Point</td>
<td>Tel: 022 204 7062/204 5924/204 0174/204 9926</td>
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<td></td>
<td>Mumbai 400 021</td>
<td>Fax: 022-204 3178, 646 1379</td>
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<tr>
<td>Carpet Export Promotion Council</td>
<td>110-A/1, Krishna Nagar (Behind Govt. Sr. Sec.School)</td>
<td>Tel: 011 60 2742/60 1024</td>
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<td>Safdarjung Enclave, New Delhi 110 029</td>
<td>Fax: 011 611 5299</td>
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<td>Cotton Textile Export Promotion Council</td>
<td>Engineering Centre, 5th Floor, 9 Mathew Road</td>
<td>Tel: 022 363 2910/11/12/13</td>
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<td></td>
<td>Mumbai 400 004</td>
<td>Fax: 022 363 2941</td>
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<td>Regional Office:</td>
<td>101, Ashoka Estate, 24 Barakhambha Road</td>
<td>Tel: 011 331 6168</td>
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<td>Export Promotion Council for Handicrafts</td>
<td>6, Community Centre, 2nd Floor</td>
<td>Tel: 011 614 5355/0861/7615</td>
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<td></td>
<td>Basant Lok, Vasant Vihar, New Delhi 110 057</td>
<td>Fax: 011 614 6144</td>
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<td>Handloom Export Promotion Council</td>
<td>18, Cathedral Garden Road</td>
<td>Tel: 044 827 6043/827 8879</td>
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<td>Nunagambakkam</td>
<td>Fax: 044 827 1761</td>
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<td>Regional Office:</td>
<td>XVI, 784-785 Desh Bandhu Gupta Road</td>
<td>Tel: 011 301 2945/301 6397</td>
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<tr>
<td>Office of The Development Commissioner for Handlooms</td>
<td>Udyog Bhawan, New Delhi 110 011</td>
<td>Fax: 011 379 2429</td>
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<td>Regional Office:</td>
<td>16, National Park, Lajpat Nagar IV</td>
<td>Tel: 011 621 6272</td>
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<td></td>
<td>Behind Vikram Hotel, New Delhi 110 024</td>
<td>Fax: 011 643 0685</td>
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<td>Synthetic &amp; Rayon Textiles Export Promotion Council(SRTEPC)</td>
<td>Resham Bhawan, 78, Veer Nariman Road</td>
<td>Tel: 022 204 8797/204 8690</td>
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<tr>
<td></td>
<td>Mumbai 400 020</td>
<td>Fax: 022 204 8355</td>
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<tr>
<td>Regional Office:</td>
<td>PHD House, 4th Floor, Phase II</td>
<td>Tel: 011 685 4760</td>
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<td>Opp. Asian Games Village</td>
<td>Fax: 011 685 4049</td>
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</table>
1. **Greenways Shipping Agencies Pvt Ltd**
   * Evergreen Full Container Service
   * Uniglorey Lines

2. Elphinstone House, 1st Floor, 17 Murzaban Road, Mumbai-400 001
   Tel: 022-2070714/2077715
   Fax: 022-2072227

3. Maritime House, Room No.203, Sector-9, Plot No.45, Gandhidham - 370 201
   Tel: 02836-22079, Fax: 02836-22079
   819, International Trade Tower, Nehru Place
   New Delhi-110 019
   Tel: 011-6469201, Fax: 011-6475095

5. Mumbai, Kandla, Nhava Seva

6. Australia (Via Singapore, Gulf Ports - Khorfakkan, Sharjah, Dubai, Jebel Ali, Abudhabi, Muscat, Dumman, Kuwait, Bahrain, Doha, Banak Abbas, Riyahd, Ajman, Rujmah.

1. **International Liner Shipping Agency**

2. Indian Ocean Lines

3. Shree Niwas House, 4th floor, Halarimal Somani Marg, Fort, Mumbai 400 001
   Tel: 2071141, 2070515, 2077366, 2079209
   Fax: 22-2071142

4. Unioccean Shipping Services
   Ram-Pratap House, Ground Floor, 1-2, LSC Kalkaji, New Delhi 110 019
   Tel: 6226735, 6226065
   Fax: 6225096

5. Mumbai

6. Port - Louis & Durban East London

1. **Kutch Shipping Agency Pvt Ltd**

2. Inforra NV Belgium

3. Pistifou Shipping Pte Ltd
   19/20, Ajanta Commercial Centre, PO Box 89, Gandhidham-Kutch 370 201
   Tel: 02836-21148/5533.
   Fax: 02836-33339

4. Sanchar Sadan, 204/206, Perin Nariman Street, Fort, Mumbai-400 001
   220, Thasper Chambers, Opp. Maharani Bualu Rinu Road, New Delhi-110 014

308, Samir Complex, CG Road, Navrangpura
   Ahmedabad-380 009
   Tel: 079-6562609/2610. Fax: 079-6423166

5. Kandla, Mumbai

6. World-wide

1. **Lloyd Triestino**

2. Lloyd Triestino

3. Neville House, J N Haredia Marg, Ballard Estate
   Mumbai-400 038
   Tel: 022-2612918-23, 2611294/95/96
   Fax: 022-7242321

4. Kandla (Tel: 70103-4, Fax: 02836-70102)
   Ahmedabad (Tel: 079-6582437, Fax: 079-6582437)
   New Delhi (Tel: 011-335218, Fax: 011-3321955)

5. Mumbai

6. UK & North Continent, US East Continent, Canada, Black Sea & CIS Ports, West African
   Ports, Far East, Australia.

1. **Marine Transport Co Pvt Ltd**

2. DSE-Senator Lines

3. Dubhash House-15, JN Haredia Marg, Ballard
   Estate, Mumbai-400 038
   Tel: 022-2614094-95-96
   Fax: 022-2611657

4. Star Freight P. Ltd
   Ambica Chamber, B/h. High Court, Navrangpur,
   Ahmedabad-380 009
   Tel: 079-449320/409952, Fax: 079-449320/469101
   B-3/2, Som Dutt Chambers-1, 5-Bhikhadh Cama
   Palace, New Delhi-110 066
   Tel: 011-6172199/6161635
   Fax: 011-6161244

5. Mumbai


1. **Maltrans-Shipping Agencies (I) Pvt Ltd**

2. IAL Container Lines (U.K.) Ltd

   303, Choudhary House, 8-C/4 Abdul Aziz Road,
   W E A , Karol Baug, New Delhi 1100 05
   Tel: (11) 5751852, 5739579
   Fax (11) 5755060

4. Maltrans Shipping Agencies (I) Pvt Ltd
   Maritime House, R No. 12, Plot No 45 Sector 9
   Gandhidham - 370201
   Tel: 201473/3038. Fax: 30606
   Comet Clearing Agency
GOVT. ORGANISATIONS

The Minerals & Metals Trading Corporation of India Ltd. (MMTC)
Scope Complex Core, 7, Institutional Area
Lodi Road, New Delhi 110 003
Tel: 011 436 2200/436 0101
Fax: 011 436 2224/436 0688

The State Trading Corporation of India Ltd (STC)
Jawahar Vypar Bhavan, Tolstoy Marg
New Delhi 110 001
Tel: 011 332 7930/332 2495/332 3002/331 3177
Fax: 011 332 6741/332 6459

Export Credit Guarantee Corp of India Ltd (ECGC)
Express Tower, 10th Floor, Nariman Point
Mumbai 400 021
Tel: 022 202 3023, 202 3046
Fax: 022 204 5253

Regional Office:

1. Antriksh Bhavan, 8th floor
   22 Kasturba Gandhi Marg
   New Delhi 110 001
   Tel: 011 331 7505/331 9225/331 1770

2. Nagindas Chambers, 1st Floor
   Opp. NTC’s Show Room, Usmanpura
   Ahmedabad-380 014
   Tel:079-7542094
   E-mail:ecgecam1@guj.nic.in

Indian Institute of Foreign Trade (IIFT)
B-21 Mehrauli Institutional Area
New Delhi 110 016
Tel: 011 696 5124/66 3009
Fax: 011 685 3956

Indian Institute of Packaging
E-2, MIDC Area
Post Box No. 9432, Andheri (E)
Mumbai 400 093
Tel: 022 832 4670
Fax: 022 837 5302

Bureau of Indian Standards
Manek Bhavan, 9 Bahadur Shah Zafar Marg
New Delhi 110 002
Tel: 011 331 1375/31 0131

Central Cottage Industries Corporation
West Block No. 7, R.K. Puram
New Delhi 110 066
Tel: 011 332 8506/332 1909/332 1931
Fax: 011 332 8534

Handicrafts & Handlooms Exports Corporation
Jawahar Vypar Bhavan, Annexe-1
Tolstoy Marg
New Delhi 110 001
Tel: 011 331 1086
Fax 011 331 5351

ASSOCIATIONS

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225, Nariman Point
Mumbai 400 021
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Fax: 022 2021692
E-Mail: Solvent * asson * @axcess * net in

The Indian Oil & Produce Exporters Association
78-79, Bajaj Bhavan, 7th Floor
Backbay Reclamation, Nariman Point
Mumbai 400 021
Tel: 022 2029295, 202 3225
Fax: 022 2029236

The Groundnut Extraction Export Development Association
A-142, Mittal Tower, Nariman Point
Mumbai 400 021
Tel: 022 23 0089/23 1812

The Soyabean Processors Association of India
Scheme No. 53, Near Malviya Nagar
A.B. Road, Indore 452 008 (M.P)
Tel: 38554

All India Cotton Seed Crushers Association
198, Jamsheedji Tata Road
Mumbai 400 020
Tel: 022 22 1935/22 1962
1. **Seahorse Ship Agencies Pvt Ltd**
   2. *Ceylon Shipping Corporation Ltd*
   3. *Australian National Line Ltd*
   4. Sea-Horse House, 30/32 Adi-Marzban Street, Ballard Estate, Mumbai 400 038
      Tel: 2691837-43
      Fax: 7242158
   5. Navaresha-JN Port

1. **Sea Land**
   2. AGX Service
   3. Sea-Land Agencies (I) Ltd
      Harchandri House, 81, M Karve Marg
      Mumbai 400 002
      Tel: 205750/52/87/88, 208 7226
      Fax: 2087228
   4. Sealand Agencies (I) P. Ltd
      Plot No 45, 107, Maritime House, Sector No. 91
      Gamvidham 370021 Kutch
      Tel: 31179, 30585
      Paramount Intermodal Transport P Ltd, 606-608
      International Trdg Centre, Nehru Place
      New Delhi 110 019
      Tel: 6461486/3341 Fax 0316470336
   5. Jawharlal Nehru Port (Nahva seva) Kandla

1. **Sitara Shipping Ltd**
   2. Sitara Shipping Ltd
   3. E splande School Building, 3rd floor, R.No. 3&4, 160-D N Road, Fort, Mumbai -2
      Tel: 2070055/8175/1059. Fax: 2078 186
   4. --
   5. Mumbai, Nhava Sheva

1. **The Shipping Corp of India Ltd**
2. The Shipping Corp. of India Ltd
3. Shipping House, 245 Madame Cama Marg
   Mumbai 400 021
   Tel: 2026666 (Extn 2547, 2548)
   Fax: 9122, 202, 6905
4. 36, Janpath, New Delhi 100 001
   Tel: 011-3322627, 3322604
   Fax: 011-3713755
5. Mumbai
6. West - Asia & Gulf

1. **The Oceanic Shipping Agency Pvt Ltd**
2. *China Ocean Shipping (Group) Co, Beijing*
   *Croatia Line*
3. Darashaw House, 1st Floor, Shoorji Vallabh Das Marg, Ballard Estate
   Mumbai-400 038
   Tel:022-2614107/09, 2710772/26102350
   Fax:022-2616385
4. 52/53, White House, 5th Floor, Panchwati Panch Rasta, Ellsbridge, Ahmedabad-380 006
   Tel:079-461499/646870. Fax:079-6568395
   Clearing Agent Bldg., Kandla Port, Kutch
   Tel:02836-70273/70503. Fax:02836-70531
5. Mumbai
6. All main Chinese Ports & Island, European Main Ports.

1. **Trans World Shipping Service (F) Pvt Ltd**
2. United Arab Shipping Co S.A.G.
3. 306,CMCA House, Shahid Bhagat Singh Road, Ballard Pier
   Mumbai-400 038
   Tel:022-2692781, 2692782, 2692783
   Fax:022-2658193/2675487
4. Ahmedabad (Tel:079-6588752/6584353. Fax:079-6583383)
   Kandla (Tel:02836-21290/21479/30217.
   Fax:02836-21913)
5. Mumbai
6. Europe & Iraq.
Indonesia
Documentation and Publication Section
National Agency for Export Development
Jl Gajah Mada No. 8 Jakarta
Telex: NAFED JKT 46279 DAGLN/A
Dept. of Trade 5, J.I.M.I. Ridwan Rais, Jakarta

Iran
Export Promotion Centre of Iran
PO Box 98-22, Tadjarsh, Tehran
Telex: 212896

Japan
Information Service Department
Japan External Trade Organisation(JETRO)
2-2-5 Toranomon, 2-Chome, Minatoku
Tokyo 105
Cable: JAPANETRO TOKYO

Kiribati
Ministry of Trade Industry and Labour
PO Box 69, Bairiki, Tarawa

Laos People's Democratic Republic
Trade Information Service
Ministry of Commerce, Ave. That Luang, Vientiane

Malaysia
International Trade Division
Ministry of Trade and Industry
Jl. Duta, Kuala Lumpur
Telex: DAGANGMA 30634

Malaysia Export Trade Centre
Wisma PKNA, Jl Raja Laut
Kuala Lumpur
Telex: DAGANG MA 30634

Maldives
Trade Information Unit
State Trading Organisation, Male

Mongolia
Ministry of Trade & Procurement
Ulaanbaatar

Nepal
Foreign Trade Division
Ministry of Commerce and Supply, Kathmandu
Trade Documentation & Counselling Unit
Trade Promotion Centre
PO Box 825, Kathmandu
Cable: NIKASI, Kathmandu

Netherlands
Export be vordering-en
Voorlichtings dienst (EVE)
PO Box 20101, 2500 EE, The Hague
Telex: 31099
Centrum tot Bevordering Van de import unit
Ontwikkelings landek (CBI)
PO Box 30009, 3001 Da Rotterdam
Telex: 27151

New Zealand
Asia & Pacific Section
Department of Trade & Industry
Private Bag, Wellington
Telex: NZ 31530 Answerback TRADIND

Niue
Department of Economic Development
PO Box 42, Alofi

Pakistan
Export Information & Advisory Centre,
Export Promotion Bureau
1.1 Chudrigar Rd., Karachi-1
Telex: 23877 EXPROMK

Papua New Guinea
Trade & Investment Promotion Branch
Department of Foreign Affairs and Trade
PO Wards Strip, Waligani

Philippines
Trade Information and Assistance Office
Bureau of Foreign Trade, Ministry of Trade & Industry
Tordesillas St., Makati, Metro Manila
Telex: 40468 MTRADEPM

Republic of Palau
Division of International Trade
Bureau of Foreign Affairs, PO Box 100 Koror

Samoa
Western Samoa Trade Information Service
Dept of Economic Development
PO Box 862, Apia, Cable 21 MALO SX
Western Samoa Trust Estates
PO Box 181 Apia

Singapore
Trade Information Unit
Trade Development Board, World Trade Centre
Telok Blangah Rd., Singapore 0409
Telex: TRADEV RS 28170, TRADEV RS 28617
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<td>JM Baxi &amp; Company</td>
<td>Chandrajyot, 2nd Floor, Ashram Road</td>
<td>Tel 079 7542209/7540120 Fax 079 7542124</td>
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<tr>
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<td>Ahmedabad-380 009</td>
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<tr>
<td></td>
<td>Meridian Shipping Agency Pvt Ltd</td>
<td>Tel 079 6588752/6584353/6580473 Fax 079 6583383</td>
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<td></td>
<td>304, 3rd Floor, Sakar-I, Nr Gandhidram Rly. Station</td>
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<td></td>
<td>Opp. Nehru Bridge, Ahmedabad-380 009</td>
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<tr>
<td></td>
<td>Natvar Parikh Industries Ltd</td>
<td>Chanchal Bungalow, CG Road</td>
</tr>
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<td></td>
<td>403, Maurya, Nr CU Shah College</td>
<td>Ahmedabad-380 009</td>
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<td></td>
<td>Ahmedabad-380 014</td>
<td>Tel 079 409664/6441543 Fax 079 6564556</td>
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<td></td>
<td>Tel 079 7543511/12/13/14 Fax 079 7541795</td>
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<td></td>
<td>Maensk India Ltd</td>
<td></td>
</tr>
<tr>
<td></td>
<td>A-2, B Jadav Chambers, Ashram Road</td>
<td>Tel 079 6587596 Fax 079 6581863</td>
</tr>
<tr>
<td></td>
<td>Ahmedabad-380 009</td>
<td></td>
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</tbody>
</table>
## DETAILS OF SHIPPING AGENCIES

1. **APL Agencies India Pvt Ltd**
   - **Address:** 4th Floor, Charnjit Rai Marg, PB No. 79
   - **City:** Mumbai
   - **State:** Maharashtra
   - **Phone:** +91-22-2002771, 2001602, 2005-876
   - **Fax:** +91-22-2009904
   - **Email:**

2. **Crescent Shipping Agency Pvt Ltd**
   - **Address:** Malaysia International Shipping Corporation, Berhad
   - **City:**
   - **State:**
   - **Phone:**
   - **Fax:**
   - **Email:**

3. **Forbes Gokak Ltd, (Fibres Division Shipping)**
   - **Address:** 1st floor, Classic Centre, 575 M G Road
   - **City:** Indore
   - **State:** 452001
   - **Phone:** +91-731-4337321
   - **Fax:** +91-731-4337321

4. **Plot No: 17, 1st floor Sector 1-A**
   - **Address:** Gandhidham-370021
   - **City:**
   - **State:**
   - **Phone:** +91-2856-21290/21479
   - **Fax:** +91-2856-21290/21479

5. **Are Bee Star Maritime Agencies Pvt Ltd**
   - **Address:** PB No. 1170, Imperial Chambers, Wilson Road, Ballard Estate, Mumbai-400 038
   - **City:** Mumbai
   - **State:** Maharashtra
   - **Phone:** +91-22-2611 403 to 2611 410
   - **Fax:** +91-22-2617735

6. **Mumbai & Kandla**
   - **City:**
   - **State:**
   - **Phone:**
   - **Fax:**

7. **South-East Asia, Australia, Newzealand, Mauritius & South Africa, Japan**
   - **City:**
   - **State:**
   - **Phone:**
   - **Fax:**

8. **DBC Freight International**
   - **Address:** The National Shipping Company of Saudi Arabia
   - **City:**
   - **State:**
   - **Phone:**
   - **Fax:**

9. **Container Marine Agencies Pvt Ltd**
   - **Address:** P. D'Mello Road, Mumbai-400 001
   - **City:**
   - **State:**
   - **Phone:** +91-22-2642122
   - **Fax:** +91-22-2612832

10. **A-18, Ram House, 202 Connaught Place**
    - **Address:** New Delhi 110 001
    - **City:**
    - **State:**
    - **Phone:** +91-11-3739257
    - **Fax:** +91-11-3739257

11. **Ganges Lines (I) P Ltd**
    - **Address:** 60K Dubash Marg, Adtr House, 3rd Floor
    - **City:**
    - **State:**
    - **Phone:** +91-22-2834557/2834641/4241
    - **Fax:** +91-22-2834854

12. **Maritime House, R.No. 106, Sector 9**
    - **Address:** Gandhidham 370 201
    - **City:**
    - **State:**
    - **Phone:** +91-28346/31608
    - **Fax:** +91-28346/31608

| 1. | Name of Shipping Agent |
| 2. | Name of Shipping Company |
| 3. | Office Address |
| 4. | Branch Offices |
| 5. | Carting at Ports |
| 6. | Container Services to |
Exporters of Gujarat

<table>
<thead>
<tr>
<th>Indicators</th>
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<tbody>
<tr>
<td>Co</td>
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<tr>
<td>Exp</td>
<td>Status of the Exporter</td>
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<tr>
<td>Proj.Loc</td>
<td>Location of the Project</td>
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<tr>
<td>T.O.(Tot)</td>
<td>Total Turnover in Rupees Lakh</td>
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<tr>
<td>T.O.(Exp)</td>
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<td>Country</td>
<td>Exporting Countries</td>
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<td>Port</td>
<td>Port from which Export is carried out</td>
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<tr>
<td>Shipping Agencies</td>
<td>The Gujarat Directory of Exporters</td>
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<tr>
<td>-------------------</td>
<td>----------------------------------</td>
</tr>
<tr>
<td>404, Purohit House, Opp Sardar Patel Stadium, Navrangpura, Ahmedabad 380 009 Tel: 460178. Fax: 6560418,</td>
<td>5. Mumbai, Kandla</td>
</tr>
<tr>
<td>6. Arabian Gulf: Dubai, Sharjah, Doha, Abu Dhabi, Kuwait, Muscat, Bahrain, Bandar Abbas, Damman, Riyadh, Jeddah</td>
<td></td>
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<tr>
<td>1. NLS Agency (India) Pvt Ltd</td>
<td>1. Parekh Marine Agency Pvt Ltd</td>
</tr>
<tr>
<td>2. Balaji Shipping (UK) Ltd</td>
<td>2. * Gulf-Azov Shipping Co Ltd</td>
</tr>
<tr>
<td>3. KK Chambers, 3rd Floor, Purandam Das Thakurdas Road, Fort, Mumbai-400 001 Tel:022-207 4878/1885/8287/7147/3731 Fax:022-227 5840</td>
<td>3. * Overseas Transport Co Ltd, Mauritius</td>
</tr>
<tr>
<td></td>
<td>* Choyang Line</td>
</tr>
<tr>
<td>4. Plot No.17, 2nd Floor, Sector 1-A, Gandhidham-370 201 Tel:21290/21479. Fax:32413/30212</td>
<td>3. Room No.5, Seva Sadan-II, New Kandla - 370210 Tel:02836-70566, 70567, 70009. Fax:02836-70533</td>
</tr>
<tr>
<td>706, 707, Pragati, Dewka Towers, 6 Nehru Place, New Delhi-110 019 Fax:011-6463123</td>
<td>4. Wake Field House, 1st Floor, Sprot Road, Ballard Estate, Mumbai-400 038 Tel:022-2651281-91 Fax:022-2653717</td>
</tr>
<tr>
<td>5. Mumbai, Kandla</td>
<td>5. Kandla, Mumbai</td>
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<tr>
<td>1. Omega Shipping P Ltd</td>
<td>1. Patvolk (A div. of Forbes Gokak Ltd)</td>
</tr>
<tr>
<td>2. Himalaya Express N V Antwerp</td>
<td>2. Hoegh Lines</td>
</tr>
<tr>
<td>3. Ground Floor, Hansrao Damodar Trust Bldg, 12/14, Goa Street, Ballard Estate Mumbai 400 038 Tel: 91-22-26505581, 2650559, 2650562 Fax: 92-11, 2657855</td>
<td>3. 19, J N Heredia Marg, Ballard Estate Mumbai 400 038 Tel:011- 2650269 Fax: 011-2659404/2621455</td>
</tr>
<tr>
<td>4.</td>
<td>4. New Delhi (Tel: 3327378, 3327716 Fax: 3327438) Ahmedabad (Tel: 6569187 Fax 6582437) Madras (Tel: 044- 5812025, 582521 Fax: 583484) Calcutta (Tel: 033- 2484442/46 Fax 033- 2484406)</td>
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<tr>
<td>5. JNP, Mumbai</td>
<td>5. Mumbai</td>
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<tr>
<td>1. Orient Ship Agency Pvt Ltd</td>
<td>1. Prudential Shipping Agencies P Ltd</td>
</tr>
<tr>
<td>3. Orient House, ADI-Marzaban Path, Mumbai-400 038 Tel:022-2651435, 265 3326/3327/3328. Fax:022-2620487</td>
<td>3. 55A, 63A, Walchand Hirachand Marg, Opp GPO, Mumbai 400 001 Tel: 2692 787 to 2692797 Fax: 2652841</td>
</tr>
<tr>
<td>4. Capt. S Rishi R.No.303/304, 3rd Floor, A-19, Onkar Deep Building, Connaught Circle, New Delhi-1 Laxminarayan Chambers, 1st Floor, Plot No.140, Sector 1-A, Gandhidham-Kutch-370 201 Mr Kamal G Dringrani 306, Samved, CG Road, Ahmedabad-6 Tel:079-6421525. Fax:079-6561114</td>
<td>4. 77 Mint Road, Fort, Mumbai 400 001 Tel: 2694203, 2659055, 2658396</td>
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<tr>
<td>5.</td>
<td>5. Mumbai</td>
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<tr>
<td>3. 116, Jolly Maker Chambers, No. 2,225, Nariman Point, Mumbai 400 021</td>
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<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Number 1</th>
<th>Phone Number 2</th>
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<tbody>
<tr>
<td>Crystal Shipping Co Pvt Ltd</td>
<td>33, National Chamber, 1st Floor, Nr Old RBI</td>
<td>079 6588880</td>
<td>079 6581189</td>
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<tr>
<td>Ashram Road, Ahmedabad-380 009</td>
<td>Tel</td>
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<tr>
<td>Contship Freight Shipping Agency Pvt Ltd</td>
<td>Kalindi Complex, 3rd Floor, High Court Lane</td>
<td>079 7542105, 754233</td>
<td>079 7542107</td>
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<tr>
<td>Navrangpura, Ahmedabad-380 009</td>
<td>Tel</td>
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<td>APL (India) Pvt Ltd</td>
<td>103, 1st Floor, Sarthak Complex</td>
<td>079 6420442, 462918</td>
<td>079 6420445</td>
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<tr>
<td>Nr Swastik Cross Road, Navrangpura</td>
<td>Tel</td>
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<td>Ahmedabad-380 009</td>
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<tr>
<td>Damani Shipping Pvt Ltd</td>
<td>Mansoor Manzil, Nr. MICO, Ashram Road</td>
<td>079 6585978</td>
<td>079 6585979</td>
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<td>Ahmedabad-380 009</td>
<td>Tel</td>
<td>Fax</td>
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<tr>
<td>Forbes Gokal Ltd</td>
<td>1st Floor, 9, Mill Officers Colony, Ashram Road Ahmedabad-380 009</td>
<td>079 6576127/6576892</td>
<td>079 6578067</td>
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<tr>
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<tr>
<td>Greenways Shipping Agencies Pvt Ltd</td>
<td>414, 4th Floor, Sakar-II, Ellisbridge</td>
<td>079 6581884/85/86</td>
<td>079 6578378</td>
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<tr>
<td>Ahmedabad-380 006</td>
<td>Tel</td>
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<tr>
<td>Anubhav Shipping Agencies Pvt Ltd</td>
<td>Ashwamegh Avenue, Ground Floor</td>
<td>079 6568200/6423829</td>
<td>079 6568045</td>
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<tr>
<td>Nr Mithakhali Underbridge, Navrangpura</td>
<td>Ahmedabad-380 009</td>
<td>Tel</td>
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<td>Tel</td>
<td>Fax</td>
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<tr>
<td>Chinubhai Kalidas &amp; Bros.</td>
<td>401/402, Ashwamegh Avenue</td>
<td>079 6568200/6423829</td>
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<td>Nr Mithakhali Underbridge, Navrangpura</td>
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<td></td>
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<tr>
<td>Comet Clearing Agency</td>
<td>404, Purohit House, Opp. Sardar Patel Stadium Navrangpura, Ahmedabad-380 009</td>
<td>079 6561595-96</td>
<td>079 6560418</td>
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<td>CMB Transport Agencies India Pvt Ltd</td>
<td>301, Vishrata Complex, 3rd Floor, High Court Lane Navrangpura, Ahmedabad-380 009</td>
<td>079 7544844/7544645</td>
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<td>Container Movement (Bombay) Transport</td>
<td>402, NR House, 4th Floor, Opp Air India Ashram Road, Ahmedabad-380 009</td>
<td>079 7540420</td>
<td>079 7544776</td>
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<td>Parekh Marine Agencies Pvt Ltd</td>
<td>308, Shritara, 3rd Floor</td>
<td>079 460282</td>
<td>079 6565013</td>
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<tr>
<td>Nr Panchvati Cross Road</td>
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<td>P &amp; O Nedlloyd (India) Pvt Ltd</td>
<td>201, Himadri-II, High Court Lane, Ashram Road Ahmedabad-380 009</td>
<td>079 7543828/4009</td>
<td>079 7544007</td>
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<tr>
<td>Samrat Shipping Transport Systems Pvt Ltd</td>
<td>Samudra, Block-B, 403, 4th Floor Navrangpura Ahmedabad-380 009</td>
<td>079 6569297</td>
<td>079 6562398</td>
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<tr>
<td>Star Freight Pvt Ltd</td>
<td>Ambica Chamber, High Court Lane, Navrangpura Ahmedabad-380 009</td>
<td>079 7544978/7544979</td>
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<tr>
<td>Mr. Jassum B. Shah</td>
<td>Vishrata Complex, High Court Lane, Navrangpura Ahmedabad-380 009</td>
<td>079 7544974/75476</td>
<td>079 7544977</td>
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<td></td>
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42 Aksh Dye Chem Arit Compound, B/H Shree Ram Textile, Chhipa Kuva, Dani Limda, Ahmedabad - 38006. Ph: 393024. Fax: 079-
58 Ambica Iron Products Limited


101 Arun Exports B-8 M P Shah Udyognagar, Saru Section Road, Jamnagar-361002. Ph:


130 B.G. Exporters 4-35/36, Happy Home Appt., Shastrinagar, Naranpura, Ahmedabad-380013. Ph:
<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Contact Person</th>
<th>Products</th>
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86 Apco Mineral Industries Ruchi,1,Plumber Society, Near Aims Oxygen, Old Padra Road, Vadodara 390020. Ph: 0265-327407,


204 Creative India A/18, Jal Darshan Flat, Ashram Road, Ahmedabad- 380 009. Ph: 079-408452. Exp: Manufacturer. Products: Handicraft Item


Countries, Bangladesh, France. Port: Mumbai, JNPT. Mr.Ashwin J Patel, Partner.


196 Comet Electricals 729/l, Darji's Khancho, Opp.Pada Pole, Gandhi Road, Ahmedabad-390


Coil Mr. Dilip L Jadawala, Director.

258 Everest Magnetic Pvt. Ltd. L-7, G. I. D. C. 
Estate, B/H Water Tank, Odhav, Ahmedabad-382 
Manufacturer. Products: Magnetic Products. 
Country: Panama.

259 Exotic Perfumes & Cosmetics Pvt Ltd. 
A-2/3, G I D C, Phase-1, Vapi 396195. Ph: 
Cosmetics T.O.(Tot): 61 Country: Dubai. Port: 
Mumbai. Mr. Fakhruddin A Ronak, Director.

260 Export Distributors Near Gita Mandir, Lat 
Products: Handicraft Metal Plate Based Items. 
Mr. Janak Thakkar, Partner.

261 Ezy Slide Fastness Ltd. 42, Nutan Bharat 
Soc, Race Course, Vadodara-390 007. Ph: 
330439. Fax: 0265-332167. Co: Pvt Ltd. Exp: 
Manufacturer. Products: Polyester Zip Fastner. 
Country: Spain.

262 F.A.Chasmawala Pvt Ltd Chasmawala 
House, B/h. Vihar Cinema, Pratapnagar Road, 
Vadodara-390 004. Ph: 426555. Fax: 265- 
Products: Spectacle’s Frame Sun Glass, Optical 
Goods Opthalmic Lenses, Medicins T.O.(Tot): 447 
T.O.(Exp): 194 Country: European, Middle & Far 
East African Countries. Port: Mumbai. 
Mr. Najmuddin F. Chasmawala, Director.

263 Fab Chem International 75, Madhuvan, 
Ellisbridge, Ahmedabad-380006. Ph: 460222. Fax: 
079-6423915. Exp: Manufacturer. Products: 
Organic Pigment Country: Australia.

264 Fabric Fashion Wear H-30, Madhavpura 
Market, Shahibaug Road, Ahmedabad-380004. 
Ph: 5624642, 5623039. Fax: 079-6569251. Co: 
Products: Garments: T-Shirt, Burmuda, Child 
Children Wear Country: Gulf Country. Port: 
Mumbai. Mr. Pradipkumar Pariwal, Partner.

265 Farmson Pharmaceutical Gujarat Ltd 5th 
Floor, Commerce Centre, Sayajigunj, 
Vadodara-390005. Ph: 0265-361936. Fax: 
Products: Paracetamol IP/BP/USP. T.O.(Tot): 
1281 Country: USA, Iran, Malaysia, New Zealand, 
UK, Spain. Port: Mumbai. M.B Patel, 
Director.

266 Ficem Opp. Dhobi Chawl, Nr. Ajit Mills, 
Rakhiali Road, Ahmedabad-380 023. Exp: 
Manufacturer. Products: Dyes Intermediates. 
Country: Brazil.

267 Finex Steels Pvt Ltd 8, Parijatak Society, 
Old Padra Road, Vadodara-390 015. Ph: 642214, 
643842. Fax: 0265-311871. Co: Pvt Ltd. Exp: 
Products: Pulverisor, Vacuum Powder Conveyor 
Vibrator Rotary Separator Ribbon Blender Drier 
Machin Fabrica Country: USA, UAE, Africa, Sri 
Lanka, China, Thailand. Mr. Hiratal H Shah, 
Managing Director.

268 Fisher-Rosemount India 64/A, GIDC 
Ind.Estate, Phase-I, Vadva, Ahmedabad-382445. 
Proj.Loc: GIDC Vadva. Products: Machined Flange, 
Country: USA, UK. Port: Mumbai. Mr.J.R. Shah, 
Director.

269 Flamingo B-1, Jay Tower, Ankur Complex, 
naranpura, Ahmedabad 380013. Ph: 079-7485584, 
7473619. Fax: 079-7489302. Co: Partnership. Exp: 
175 Country: Korea. Port: Mumbai. Mr. N.H Parikh, 
Partner.

270 Fourwents Engineering Co. Ashirwad, Opp. 
H. K. House, Ashram Road, P. B. No. 8123, 
Products: Spare Parts For Textile Industries 
Country: Nigeria.


Products: Spices, Food Products  Mr.Dilipsinh Dabhi, Director.


257 Ethos Hvac Systems Ltd 2nd Floor, Dharnidhar Apartments, Opp Fatehnagar Paldi, Ahmedabad-380007. Ph: 414935, 6620532. Fax:


357 India Gelatine & Chemicals Ltd 21 Mittal Chambers, 2nd Floor, 228 Nariman Point, Mumbai-400021. Fax: 2041595. Co: Pvt Ltd. Exp:


389 Jay Jyoti Dye Chem Pvt Ltd 7th Floor, Kalpana Complex, Nr.Meenmagar Fire Station, Navrangpura, Ahmedabad-380009. Ph: 7418273,


Mr. R P Patel, Partner.


443 Luna Engineering Works Radhanpur Road, Mehsana-380013. Ph: 6584558. Fax: 079-6563802.


459 Maharvir Apparels 304-404, Abhijit Building, Mithakhali Six Roads,


563 Panacea International L-8, Manhattan Complex, Nr.Lion's Hall, Mithakhali, Ellisbridge,


504 Minal Oil & Agro Industries Popular House, 8th Floor, Ashram Road, Ahmedabad -380009. Exp: Manufacturer. Products: Dehydrated Casteroil Country: U.S.A.


590 Pooja Impex 11 Vishwamitra Complex, Stadium Road, Navrangpura, Ahmedabad-380014. Exp: Merchant. Products: General Exporter


648 Rishiroop Rubber (International)Ltd 65, Atlanta, Nariman Point, Mumbai-400 021. Ph:


774 Star Exports B-1, "Teji-Krupa" 9, Giriraj Colony, Panchvati, 2nd Lane, Ambawadi, Ahmedabad-380006. Ph: 079-466044. Exp:


Manufacturer. Products: Decorative Crafts
Traditional Wooden Furniture Country: U.S.A.,
U.K. Gulf. Port: Mumbai. Mr Jitenra Amin,
Partner.

Superfim Impex Ltd. C/o.Super Bakers India,
B/H.Kalyan Mill, Anil Starch Mill Road, Naroda,
Products: Wheat Flours T.O.(Tot): 110.66 Country:

Surat Dist.Cop.Milk Prod.Union Ltd.
P.B.No.501, Sumul Dairy, Surat-395008. Fax:
091-0261-33572. Co: Co-Op Society. Exp:
Products Ghee, Butter, Pancer Mr.Pramithesh R
Patel, Managing Director.

Sure Sales 9-B, Rajhans Society, St.Xavier's
College Corner Road, Navrangpura,
Ahmedabad-380006. Exp: Manufacturer.
Products: Parts & Components Of Dish Antenna
Country: Bangladesh.

Surya Chemicals "Piplodi" Sabar Dairy
Road, N.H.Way No 8, Po Hajipur,
Himmatnagar-383 001. Ph: 40248, 20049. Fax:
Proj.Loc: Pipoli. Products: Dyes Intermediates
Country: U.S.A., South Korea, Japan. Port:
Mumbai. Mr N.K.Patel, Partner.

Surya International A-401, Samudra
Complex, Near Classic Gold Hotel, Navrang Pura,
Ahmedabad- 380 009. Ph: 079-449740. Exp:
Merchant. Products: Food Item

Suz-Dent [India] Pvt. Ltd, 69, Uttar Gujrat
Audyogenic, Vasahat, OppForge & Blower, Naroda
Road, Ahmedabad-380025. Ph: 079-370187.
Co: Pvt Ltd. Exp: Manufacturer. Products: Dental Hand
pieces Country: Russia.

Suzlon Fibres Ltd. 3rd Floor, Thakorebhai
Mithaiwala Mrkt., Sahara Gate, Ring Road,
Products: Fashion Furnishings, Transfer Printed
Furnishings, Micro Filament Yarns, Blended
Yarns. Mr.Vinod R Tanti, Director.

Suzuki Engneers Ravani Estaqte, Aji
Industrial Estate, Phase II, GIDC Plot 176, M Road,
Rajkot-360003. Ph: 387115. Fax: 281-387060. Co:
Products: Auto Engine Parts Valves T.O.(Tot): 60
T.O.(Exp): 5.4 Country: Middle East, Africa, U.K.
Port: Mumbai. Mr.Shirish M Ravani, Partner.

Swastic Organics "Piplodi" Sabar Dairy
Road, N.H.Way No 8, Po Hajipur,
Himmatnagar-383 001. Ph: 40248, 20049. Fax:
Proj.Loc: Pipoli. Products: Dyes Intermediates
U.S.A., South Korea, Japan. Port: Mumbai.
Mr.GJ.Doshi, Partner.

Swastik Sanitary Wares Ltd. 304, Mangal
Murthi, Ashram Road, Ahmedabad-380009. Ph:
6580595. Fax: 079-6580089 642084. Co: Pvt Ltd.
Mr.M P Palriwala, Managing Director.

Swastik Textile Engg. P. Ltd. P.B.No.21,
Swastol Premises, Amraiwadi,
Ahmedabad-380026. Ph: 079-368551/52/53. Co:
Pvt Ltd. Exp: Manufacturer. Products: Textile
Machinery Country: Bangladesh.

Swastik Wires Gt-13, Race Course Tower,
Race Course Circle (South), Vadodara-390007. Ph:
0265-327093. Fax: 0265-830168, 830781. Co:
Propritership. Exp: Manufacturer. Products: Wire
Product. Mr.Kamlesh J Mehta, Propriotor.

Swati Enterprise 5 Vijay Plot, Gondal Road,
Fax: 0281-448971. Co: Partnership. Exp:
Manufacturer. Proj.Loc: Plot No 337, GIDC Aji
Industrial Estate, Phase. Products: Diesel Engine,
Pumps, Gen Sets, Spares T.O.(Tot): 530 Country:
Saudi Arabia, Sudan, Zimbabwe, South Africa,
Nigeria, Iran. Port: Kandla, Mumbai. Mr.Jayant
Shah, Partner.


816 Textile Trading Agencies 93, Hirabhai Market, Diwan Vallbubhai Road, Kankaria, Ahmedabad 380022. Ph: 5327302, 5324713. Fax:


831 Tricot International Limited 1&2, 1st Floor, Shree Krishna Centre, Mithakhali Six Roads,


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