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# India & Africa

Report on

**Potential Investment Destinations**

**Ghana & Cote d'Ivoire**



**Confederation of Indian Industry**  
[www.ciionline.org](http://www.ciionline.org)

**REPORT ON**

**POTENTIAL INVESTMENT DESTINATIONS**

**GHANA & COTE D'IVOIRE**

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**INDIA**

**AND**

**AFRICA**

## INDIA AND AFRICA

### POTENTIAL INVESTMENT DESTINATIONS – GHANA & COTE D'IVOIRE

India shares multifold relations with Africa in the cultural, trade, social and economic front. The Indian economy and many African countries share complementarities and therefore stand to gain through better trade and economic cooperation. Further, the imperatives of South-South cooperation make it necessary that India-Africa relations are further strengthened.

India's relationship with this important continent has been built on the strong political foundations of the past. The challenge today is to give even greater economic content to this historic relationship taking into account new and emerging opportunities. We are convinced that democracy will not only help to better articulate and implement the needs of Africa, but will also strengthen the natural bond of kinship between India and Africa.

India's credentials as the world's largest democracy and the experience of its economic development has today created new areas of cooperation and interaction for the mutual benefit of both India and Africa. The new opportunities in conjunction with India's own strengths, such as a vibrant democracy, a sustained economic goal, a large pool of scientific and technical manpower and a substantial experience in development, provide a functional framework for a new and purposeful engagement between India and the countries of Sub-Saharan Africa. Taking advantage of the prevailing goodwill and understanding between the African countries and India, the two sides should nurture the present relationship and build in the future a more permanent and collaborative socio-economic infrastructure for developing sustained growth and modernisation.

The African Growth and Opportunity Act, which grants trade preferences to Sub-Saharan African countries, provides new opportunities for Indian companies to set up enterprises in African market and expand their business into the vast US market on a duty free quota free basis. Indian companies need to take advantage of the regional groups like East African Community and COMESA and quota free and duty free access to the US, the EU, Russia and Japan.

There are tremendous opportunities for Indian Industry in African markets. Almost every sector of the African economy can be serviced by our industry. Africa is rich in resources, capital in the form of funds made available for development purposes by international multilateral agencies, markets; however the only thing it lacks is the technology required to transform all the raw material into the final finished product. India has proven capabilities in the fields of agriculture, industry and technology. The Indian businesses should take full advantage of this situation.

The development experience of India has had great resonance in the nation-building efforts in Africa. The steady growth rate of 5.8% on an average for the last five years for a country of over one billion people, India, is considered as a role model by many African countries in several respects particularly the followings :

- Agricultural Development
- Exportable Food surplus
- Rural Development Technologies
- Development of Small & Medium Enterprises
- The art of making available goods and services at affordable prices to the semi – urban and rural population
- Spread of Healthcare facilities
- A strong pharmaceutical industry
- Superpower in Information Technology

- Development of varied human skills

These are only a few areas of cooperation between India and Africa, that give us the basis for a stable growth oriented relationship.

#### **Relevance of India for African countries –**

- **Appropriateness of Indian Technology – less capital and more employment intensive.**
- **The urgent need for local value addition to the abundant mineral and agricultural resources.**
- **The need to make available goods and services at affordable prices particularly for the semi-urban and rural population.**
- **The need to augment local production to meet the demands of the growing middle class consumer market and thus reduce dependence on imports.**
- **The paramount need to generate employment through replicating the Indian Model both in agricultural development and development of SMEs**

**\*\*\*\*\***



**GHANA**

## **Ghana**

Ghana is basically an agrarian country, its economy is based primarily on the country's lucrative gold and Cocoa sector, it has been the world's leading producer of high grade Cocoa for long and continued to account for 45% - 70% of commodity exports in most year. Until the 1990's when increased mineral revenue led to a decline in Cocoa for many centuries. The sector underwent a major revival, which subsequently proved to be sustainable, despite a weakness in the international price of gold.

In the international arena, the world bank and the international monetary fund (IMF) continued to urge restraint in foreign and domestic borrowing. Greater openness in the accounting of state owned enterprise, liberalization and the privatization has been well instructed in Ghana, garnering the spells of globalization.

## **INDIA AND GHANA**

Ghana is minerally a rich country, Gold diamonds, manganese bauxite, Iron ore and various clay and salt deposits, besides wide ranges of Agricultural products. It is also rich in fish and forest resources. Ghana therefore offer a tremendous investment potential for Indian business particularly in Mining, agriculture, forest, fish as well as viability of investment in infrastructure, energy, telecommunication eco-tourism etc.

India's trade with Ghana has been growing for the past few years. Some of the Indian products with good export potential to Ghana include automobiles, tractors, two-wheelers, sewing machines, LPG cylinders, handpump, oil expellers, diesel engines, marine engines, earth moving machinery, mining and construction equipment, building hardware, machine tools, hospital and surgical equipment, dental equipment, kitchen appliances, agricultural machinery and

spare parts, ceiling fans and other related accessories, electric meters and switches etc.

## India and Ghana bilateral Trade Statistics

(Fig. USD million)

Year	India's export	India's import	Total	Trade Balance	Growth %	
					Export	Import
1996-97	40.69	3.89	44.58	36.80		
1997-98	49.05	4.96	54.01	44.10	20.55	27.51
1998-99	62.81	5.48	68.29	57.33	28.05	10.48
1999-00	61.93	11.29	73.22	50.64	-1.40	106.02
2000-01	58.59	26.62	85.21	31.97	-5.39	135.78
2001-02	67.54	19.92	87.46	47.62	15.28	-33.63

Source : DGCI&S, Calcutta

Exchange rate: 1996-97 US\$ 1 =Rs.35.50, 1997-98 US\$ 1=37.16, 1998-99 US\$ 1=42.07, 1999-00, US\$ 1=43.33, 2000-01 US\$ 1=Rs.45.68, 2001-02 US\$ 1= Rs.47.69

## Indian Exports to Ghana

(Fig. USD million)

Commodities	2000-01	2001-02	%Growth
Drugs, pharmaceuticals and fine chemicals	11.15	13.83	24.00
Rice (other than basmati)	0.12	3.06	2473.64
Misc. processed items	0.13	0.37	188.77
Manufacturers of metals	4.30	6.00	39.78
Machinery & Instruments	6.52	9.47	45.18
Handicrafts (excluding handmade carpets)	0.04	0.12	178.32
Resid. Chemical and allied products	0.04	0.10	149.36
Project goods	0.00	0.01	1037.41
Cotton yarn, fabrics, madeups etc.	8.01	8.44	5.32
Primary & Semi-finished (Iron & Steel)	3.60	6.55	81.91

Source: DGCI&S, Calcutta

## Items of Exports (items in details)

(Fig. USD million)

ITEM	1998-1999	1999-2000	2000-2001
Textile & Jute mill machinery	0.1	0.3	0.2
Knitting machines	0.0	0.0	0.0
Sugar machinery, parts	0.0	0.0	0.0
Cement machinery, parts	0.0	0.0	0.0
Boiler, parts	0.0	0.1	0.0
Other chemical plant	1.2	2.7	1.7
Food processing machinery, parts	0.7	0.6	0.4
Heating & cooling equipment	0.0	0.0	0.0
Cranes, lifts & winches	0.1	0.0	0.1
Other construction machinery	1.8	0.1	0.2
Tractors & agricultural equipment	0.3	0.3	0.3

Other industrial machinery	1.1	0.9	1.4
Electric power equipment parts	1.1	1.1	0.4
Other structural	0.4	0.0	0.0
Electric wires & cables	0.0	0.0	0.0
Complete vehicles	2.6	0.2	0.7
2/3 wheelers	0.1	0.2	0.1
Machine tools	0.7	0.6	0.4
Steel pipes & tubes	0.1	0.5	0.4
Holloware	1.9	1.6	1.7
Electrodes	0.1	0.1	0.0
Steel wire strnds, nails, nettings etc	0.0	0.0	0.0
Steel wire	0.0	0.0	0.0
Bolts & nuts	0.2	0.3	0.6
Wire ropes	0.0	0.0	0.0
Sanitary castings	0.0	0.0	0.2
Industrial castings	0.3	0.2	0.1
Forgings	0.1	0.1	0.0
Bright bars	0.0	0.0	0.0
S.S. Utensils	0.0	0.0	0.0
Razor blades	0.0	0.1	0.0
Steel furniture	0.0	0.0	0.0
Other steel products N.O.S.	0.3	0.7	0.8
Primary Iron & steels	4.0	2.0	3.8
Prime aluminium	0.0	0.0	0.0
Aluminium products	1.6	0.2	0.3
Other non-ferrous metal	0.4	0.4	0.3
Auto parts	0.8	0.2	0.3
Bicycle parts	0.4	0.5	0.3
Hand tools	0.1	0.1	0.0
Cutting tools	0.9	0.7	0.4
Steel files	0.0	0.0	0.0
I.C. Engines & parts	0.8	0.6	0.4
Air compressors	0.1	0.0	0.0
Mechanical pumps	0.1	0.2	0.4
Electrical fans & parts	0.5	0.9	0.8
MICA products	0.0	0.0	0.0
Office equipment	0.0	0.0	0.0
Dry batteries	0.0	0.0	0.0
Storage battery	0.0	0.0	0.0
Sewing machines	0.1	0.1	0.0
Electric mfrs. N.O.S.	0.5	1.0	0.5
Scientific & surgical instruments	0.3	0.4	0.5
Misc. mfrs. Articles	0.1	0.0	0.1
<b>GRAND TOTAL</b>	<b>23.70</b>	<b>17.99</b>	<b>17.99</b>

Source: Engineering Export Promotion Council

## **India imports from Ghana**

(Fig. USD million)

<b>Commodities</b>	<b>2000-01</b>	<b>2001-02</b>	<b>%Growth</b>
Cashew nuts	2.86	0.10	-96.44
Wood & wood products	8.51	8.48	0.30
Cotton raw comb / uncomb. Waste	5.30	0	-100.00
Perls, precious semiprecious stones	4.71	7.40	56.95
Metalifers ores & metal scraps	0.02	0.28	1034.33

Source: DGCI&S, Calcutta

## **INDIA'S TRADE PERFORMANCE WITH GHANA**

India export drugs, pharmaceuticals and fine chemicals, machinery and instrument, cosmetic and toiletries, cotton yarn, ceramics, wheat rice, transport equipment, marine products, machine tool, etc. And imports, wood products, precious and semi precious steins cashew nuts etc. Indians export to Ghana during 2000-2001 was approximately at 58.59 million dollar, that shot up to 67.54 million dollars in 2001-2002. However, imports from Ghana Came down from 26.62 million dollars in 2000-2001 to 19.92 million dollar in 2001-2002.

Ghana is one of the African Country, which has been identified on India's potential investment trade destination under the focus Africa launched in 2002-2003.

**Some of the targeted and potential commodities for export being identified are :**

1. Cotton Yarn, fabrics and other textile items
2. Drugs and pharmaceuticals
3. Machinery and instruments
4. Transport equipment and telecom and information technology

## **Profiles of India's export to and import from Ghana**

- a. Major Items of exports
  - 1. Cotton yarn, fabrics, made up etc
  - 2. Drugs, pharmaceutical and fine chemicals
  - 3. Machinery and instruments
  - 4. Transport equipment
  - 5. Telecom and information technology
  - 6. Ceramics
  - 7. Marine products
  - 8. Wheat and rice
  - 9. Cosmetics and toiletries
  
- b. Major items of import
  - 1. Gold
  - 2. Wood products
  - 3. Pearls, precious and semi precious stones
  - 4. Fertilizer crude
  - 5. Cashew nuts

Ghana is a signatory to the African growth and opportunity act (AGOA). India's interests in Ghana has been helped by strengthening of institutional mechanisms and trade, promotion measures that where undertaken by export promotion councils and trade promotion organization.

### **Observation on bilateral trade between India and Ghana:**

Ghana exhibit a potential market, which is vital for Indian business community, moreover it is the commercial gateway to South Western African market and other land locked countries of West Africa. It has plenty of resources that awaits a healthy investment especially in the Export Processing Zones that have been

set up for manufacture and export, hence the developed markets of United States and Europe could be tapped easily by setting up a manufacturing base in Ghana.

Indian relation with Ghana has been optimistically courteous and friendly since the day one. India assisted Ghana in Agriculture management's, developments of small scale industries and information technology, development of know-how in drugs and medical equipment's. Some of the Indian companies like RITES and TCIL have been doing business in Ghana since long time and many more Indian companies have started operations in Ghana.

However, the present standards shows that, though trade and commerce between India and Ghana is growing steadily, but it is far below potential due to a number of reasons such as inadequate shipping facilities, air connections, difficulties to access capital etc. Therefore, Ghana and India need to look forward in improving the expansion of trade and volume of economic interaction in the years to come, to be able to sustained the webs of globalisation.

It is observed from the above statistics and data that exports from India to Ghana is growing in the last 6 years. Average growth for the past 6 years (1996-2002) is approximately 96.19%. Average growth in India's exports for the last six years is 65.99% and growth in Indian imports from Ghana for the same period is 412.08%. There is a growth of 24% in Drugs and Pharmaceuticals, Machinery and Instruments by 45.18%, Primary and Semi-finished Iron & Steel 81.91%. Overall exports from India into Ghana for the period 2000-01 to 2001-02 showing increase by 7.52%. Ghana exports to India declined from 23.72 US \$ during 2000-01 to 18.52 US \$ in 2001-02 i.e. declined by 1.92%. Business has been in favour of India, however the trend now seems to be turning in favour of Ghana.

## INDIAN INVESTMENTS IN GHANA

### List of Wholly Owned Subsidiaries at Ghana from Jan. 1991 – June 2002

Name & address	Field of operations	Date of approval	Indian equity in USD'000	Percentage status in contribute to equity
1. Hindustan Seals Ltd. 88, Lal Bazar Street, 2 <sup>nd</sup> floor, Calcutta 700001	Metallurgical Items	15/02/2002	25.00	0.00
2. Hindustan Seals Ltd. 88, Lal Bazar, Street, 2 <sup>nd</sup> floor, Calcutta 700001	Metallurgical Items	08/04/2002	325.00	0.00

Source : India Investment Centre



**List of CII member companies interested to do business with Ghana and looking for a partner for joint venture / marketing arrangements in Ghana.**

<b>Company Details</b>	<b>Product / Service</b>
<b>AASTHA ENERGY TECHNOVISION PVT LTD</b> Tel: 91-79-6408804 / 05 Fax: 91-79-6408804 Email: aastha8@satyam.net.in	Engraved copper rollers (cylinders) for printing; Consultancy for exports, information technology, management projects & finance; Recruitment
<b>ADVANI-OERLIKON LTD</b> Tel: 91-20-7476276 to 9, 7472351 Fax: 91-20-7473751 Email: ramankumar@adorians.com	Welding equipment & consumables; Welding training education; Cutting equipment
<b>AGRO BIO-TECH RESEARCH CENTRE LTD</b> Tel: 91-481-565894, 300211 Fax: 91-481-562018 Email: agrobiotech@yahoo.com, abtec@md5.vsnl.net.in	Bio fertilizer, bio control agents, organic manures, micro nutrients; Agriculture consultancy services
<b>AJ STATIONERY PVT LTD</b> Tel: 91-821-402235, 402300, 403143 Fax: 91-821-402101 Email: ajsindia@vsnl.com, ajyes@blr.vsnl.net.in	Lever arch file, ring binder, development of customer specified products
<b>AKZO NOBEL COATINGS INDIA LTD</b> Tel: 91-8111-71306 Fax: 91-8111-71305 Email: ancil@uk.akzonobel.com	Other chemical products
<b>AMCO BATTERIES LTD</b> Tel: 91-80-2275597 Fax: 91-80-2275377 Email: amco.cen@amco.sprintrpg.ems.vsnl.net.in, sa@br.amco.co.in	Automotive lead acid storage batteries
<b>AN INSTRUMENTS PVT LTD</b> Tel: 91-33-2402222, 2472509 Fax: 91-33-2806684	Pressure gauges, vacuum gauges, temperature gauges, diffusion resistant, regulator

Email: ani@cal.vsnl.net.in	
APOLLO TYRES LTD Tel: 91-124-6383002 to 18 Extn 107 Fax: 91-124-6383020 Email: ssaigal@apolloyres.com	Automobile tyres
APTECH LTD Tel: 91-22-8389831 / 6 Fax: 91-22-8389828 Email: ganeshn@aptech.ac.in	Information technology training & education; Software development & consultancy
ASB INTERNATIONAL PVT LTD Tel: 91-251-688952, 684785 Fax: 91-251-688951 Email: asbintpl@bom5.vsnl.net.in	
ASIAN PAINTS (INDIA) LTD Tel: 91-22-695 8000/ 8623 Fax: 91-22-695 8888 / 8787 Email: ashwin.dani@asianpaints.com	Paints & enamels; Penta erythritol; Phthalic anhydride
ASSOCIATED SOAPSTONE DISTRIBUTING CO PVT LTD Tel: 91-141-640301 to 3 Fax: 91-141-640304 Email: sales@golcha.com	Talc, kaolin, calcite, granite
AUROLAB Tel: 91-452-535573 Fax: 91-452-535274 Email: aurolab@aurolab.com	Intraocular lenses, suture needles; Spectacle lenses; Pharmaceutical preparations
BAJAJ ELECTRICALS LTD Tel: 91-22-2043780 Fax: 91-22-2047610 Email:	Die cast components; Lamps, tubes, fans, street light fitting; Domestic appliances; Electric fans; Magnets assemblies
BALAJI RAILROAD SYSTEMS LTD Tel: 91-40-7806384, 7707592 Fax: 91-40-7806964 Email: info@barsyl.com	Railway wagons
BAMMO POLYMERS LTD Tel: 91-484-305132, 304271 Fax: 91-484-389728 Email: ktbenny@md3.vsnl.net.in	Plastic products
BDH INDUSTRIES LTD Tel: 91-22-8870834, 8870082 Fax: 91-22-8868349, 8870856 Email: bdhind@vsnl.com	Pharmaceutical formulation; Bulk drugs; Speciality chemicals
BDK PROCESS EQUIPMENTS	Valves - general, control valves - on/off,

<p>INC Tel: 91-836-331499, 333930 Fax: 91-836-330799 / 899 Email: bdkhub@bgl.vsnl.net.in</p>	<p>industrial valves</p>
<p>BERI UDYOG PVT LTD Tel: 91-184-273164, 258365 Fax: 91-184-273164, 258365 Email: beriudyog@hotmail.com</p>	<p>Agricultural farm implements e.g. tillers, cultivators, harrows, disc plough, M B plough, levellers etc</p>
<p>BESCO LTD Tel: 91-33-4406364 / 6365 / 4666 Fax: 91-33-4404075 Email: besco@giascl01.vsnl.net.in</p>	<p>Rubber products (Elastomers and metalasticks); Casting of metals (Steel); Railway rolling stock items like wagons, couplers and bogies, high capacity draft gears, crossings (frogs)</p>
<p>BEST &amp; CROMPTON ENGINEERING LTD Tel: 91-44-6258105 / 7750 Fax: 91-44-6257059 / 693 Email: bcemfg@md3.vsnl.net.in</p>	<p>Centrifugal pumps, valves; Electrical contracting (transmission and distribution of power); Consultancy services; Automotive components; Mini-hydro turbines; Busducts, industrial plugs &amp; sockets, control panels, EHV powerline accessories, train lighting alternators</p>
<p>BHAI ENGINEERING CORPORATION Tel: 91-161-671558 Fax: 91-161-671589 Email: bhai@satyam.net.in</p>	<p>Concrete batching &amp; mixing plants; RMC plants; Tower cranes; Concrete pumps; Transit mixers</p>
<p>BHARAT BHARI UDYOG NIGAM LTD Tel: 91-33-4795524 / 6539 Fax: 91-33-4797046 Email: bbunl@vsnl.net.in</p>	<p>Erection and maintenance services; Refractory items; Steel casting; Steel bridges/fabrication steel work; Various types of cranes; Paper machinery; Switchgear upto 12 KV; Plug, socket upto 440 V; Wagons, coach, wagon components; Construction of concrete bridges, highways, flyover; Steel plant equipment; Jute machinery; Mining equipment; Track maintenance machines, roads construction equipment</p>
<p>BHARAT EARTH MOVERS LTD Tel: 91-80-2224141 (12 lines)/ 2223065 Fax: 91-80-2226883, 2224451, 2276452 Email: bemlexp@vsnl.com, kaprameyan75@hotmail.com</p>	<p>Earthmoving eqpt: Dozers, dumpers, Hyd excavator, loaders, motor graders &amp; spare parts; Rope shovel, walking dragline; Defence eqpt/aggregates; Railway eqpt, passenger coaches, AC / DC EMUs</p>
<p>BHARAT ELECTRONICS LTD Tel: 91-80-5595729 Fax: 91-80-5584911 Email: imd@bel-india.com</p>	<p>Television &amp; Commn equipments; Electronic Components; Medical appliances and instruments; Software</p>

<p>BHARAT FRITZ WERNER LTD  Tel: 91-80-8395745 / 4811  Fax: 91-80-8394816  Email: bfw@vsnl.com</p>	<p>Special purpose machines for automobile sector; Horizontal machining centers: TMC-500, TMC-630/630N, TMC-800, TMC-1000, TMC-1250, Maxpro-H320E, Maxpro-H400/H400E, Maxpro-H500/500HS, Maxpro-H630; Vertical machining centers: Maxpro - V400; CNC boring &amp; milling vertical: BMV - 40, BMV - 40 TC 20, BMV - 50, BMV - 50 TC 20; CNC Boring &amp; milling vertical: BMV - 40 T 20, BMV - 50 T 20; Conventional milling machine: Size - 1 (vertical, horizontal &amp; universal), Size - 2 (vertical, horizontal &amp; universal), Size - 3 (vertical, horizontal &amp; universal)</p>
<p>BILT GRAPHIC PAPERS LTD  Tel: 91-20-6113227, 6113564  Fax: 91-20-6129938  Email: anilkaul@bilt.com</p>	<p>Paper &amp; paper products</p>
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<p>BM INDUSTRIES  Tel: 91-33-2380806  Fax: 91-33-2310152  Email:  bmindustries@rediffmail.com</p>	<p>Galvanised iron buckets, tension bars; GI wires, MS rods, flats, bars, MS structurals, other iron &amp; steel materials &amp; goods, MS sections, PVC pipes &amp; fittings; Hot dip zinc galvanisers, fabricators, engineers, contractors, liaison</p>
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BURN STANDARD CO LTD Tel: 91-33-2471772 / 067 / 762 Fax: 91-33-2471788 Email: bsch@giasc101.vsnl.net.in	Extraction of crude petroleum & natural gas; Casting of metals; Railway & tramway locomotives & rolling stock; Site preparation; Refractories;
BVU ENGINEERING & MARINE INDUSTRIES PVT LTD Tel: 91-281-698319 Fax: 91-281-693310 Email: bvu101@hotmail.com	Grinding machines; Industrial/automotive bearings; Consultancy-project & marketing; Special purpose machines
CALYX CHEMICALS & PHARMACEUTICALS Tel: 91-22-8575037 to 42 Fax: 91-22-8575036 Email: calyx@vsnl.com	Pharmaceutical & drugs
CAPIOUS ROADTECH PVT LTD Tel: 91-79-5833436 / 597 Fax: 91-79-5833597 Email: exports@capious.com	Road and surface making machines
CENTURY LAMINATING CO LTD Tel: 91-122-313689, 312687 Fax: 91-122-313195 Email: merinohr@vsnl.net.in	Laminated sheets; Formaldehyde; Printing of design on paper; Tissue culture sugarcane plants; Planing of wood
CENTURY STEEL BALLS PVT LTD Tel: 91-265-337869 Fax: 91-265-337869 Email: cent.balls@gecsl.com	Cycle steel balls
CETHAR VESSELS LTD Tel: 91-431-482452 Fax: 91-431-481079 Email: cethar@md3.vsnl.net.in	Steam generators and boilers
CFL PHARMACEUTICALS LTD Tel: 91-832-223277 Fax: 91-832-432948 Email: cflgoa@goatelecom.com	Pharmaceutical formulations
COATES OF INDIA LTD Tel: 91-33-4493984, 4496591 to 96 Fax: 91-33-4495267 / 2311 / 0433 Email: coil@vsnl.com	Other chemical products (printing inks, adhesives, printers, sundries)

<p>COIMBATORE COMPRESSOR ENGINEERING CO PVT LTD Tel: 91-422-570323 Fax: 91-422-571447 Email: compressor@eth.net</p>	<p>Air compressors; Electric motors; Garage equipments</p>
<p>COMPONENTS &amp; EQUIPMENTS LTD Tel: 91-172-732281/591616 Fax: 91-172-733140 Email: ceplpkl@satyam.net.in</p>	<p>Leather of different kinds; Chemicals for leather</p>
<p>DABUR INDIA LTD Tel: 91-120-4778501 to 25, 4777901 to 25 Fax: 91-120-4777816 / 17 Email: rahula@dabur.com</p>	<p>Ayurvedic medicines; Pharmaceuticals; Herbal healthcare &amp; personal care, cosmetics; Foods</p>
<p>DHIMAN SYSTEMS (INDIA) LTD Tel: 91-1821-20707, 22707, 24707 Fax: 91-1821-21007, 22007 Email: dsil@dsilgroup.com</p>	<p>Special purpose machinery (Candy, toffee, lollypop, bubblegum, processing, and wrapping machines)</p>
<p>DIVMA ENGG COMPANY PVT LTD Tel: 91-413-677620 Fax: 91-413-677629 Email: mupie@giasmd01.vsnl.net.in</p>	<p>Food - wheat flour, biscuits, animal feed, pasta, edible oil, grain cleaning and milling machines; Spares for flour milling machines</p>
<p>EICHER TRACTORS Tel: 91-7480-33680-84 Fax: 91-7480-33697/98 Email: akher@eicher.co.in</p>	<p>Agriculture tractors</p>
<p>ELECTRICAL MANUFACTURING COMPANY LTD Tel: 91-33-2473601 / 02, 2813438 Fax: 91-33-2813439 Email: emcltd@cal01.vsnl.net.in</p>	<p>Galvanised Steel Towers; Construction of Extra High Voltage Transmission Lines on Turnkey basis; Hardware Fittings and Accessories</p>
<p>ELECTROPNEUMATICS &amp; HYDRAULICS (I) LTD Tel: 91-22-8203490 Fax: 91-22-8363825 Email: sales.electro@aworld.net, rasquin.electro@axcess.net.in</p>	<p>Machine Tools; Health Fitness Equipment; Pneumatic Equipment; Hydraulic Equipment</p>
<p>ELECTROTHERM (INDIA) LTD Tel: 91-2717-39953 to 57, 39613</p>	<p>M F induction melting/holding furnace; DC Arc Furnace, Submerged Arc Furnace; Ladle</p>

to 15 Fax: 91-2717-39616, 91-79-6740923 Email: electrotherm@vsnl.com	Refining Furnace; Metal Refining Converter; Induction Heating & Hardening Equipments
ELGI ELECTRIC & INDUSTRIES LTD Tel: 91-422-311711 Fax: 91-422-314411, 315111 Email: elgielectric@el.jet.co.in	Automatic Cleaning System; Fire Diverter System; Electric Motors
ELOFIC INDUSTRIES LTD Tel: 91-129-5278446, 5275647 Fax: 91-129-5274519 Email: fbd@elofic.com	Oil, fuel; Oil, fuel & air filters for industrial machinery; Air filters
ENGINEERS INDIA LTD Tel: 91-11-6102121, 6104132, 6103475 (D) Fax: 91-11-6194760, 6102482 (D) Email: eil.mktg@eil.co.in	Feasibility studies, project management, process design, engineering, procurement, construction supervision, commissioning assistance and other specialist services for projects in Petroleum and other related process industries
ENVIROTECH INSTRUMENTS PVT LTD Tel: 91-11-6813887 / 4139 Fax: 91-11-6811833 Email: envirotech@vsnl.com	Instruments for measuring air pollution; Air Pollution Monitoring
EXIMSOFT TECHNOLOGIES PVT LTD Tel: 91-80-6580466, 6583522 Fax: 91-80-6640973 Email: info@eximsoft.com	Software consultancy & supply; Data base; E-commerce
FABDECON ENGINEERS Tel: 91-22-8347952 Fax: 91-22-8221523 Email:	Process machinery and equipment specializing in the unit operations of mixing and drying
FERRO FOUNDRIES PVT LTD Tel: 91-821-402376 Fax: 91-821-402052 Email: ffro@blr.vsnl.net.in	Material Handling Equipment; Plywood Making Machinery
FLUIDICS Tel: 91-422-236914 Fax: 91-422-236914 Email: fluidics@vsnl.com	Erection & Commissioning; Hydraulic Pumps, Hydraulic Valves; Hydraulic Press & Moulds
GEM MANUFACTURERS PVT LTD Tel: 91-422-531687 / 1179 Fax: 91-422-532890 Email: gemindia@vsnl.net.in	Switchgears and motor control gears - IC, MC switches, changeover switches, distribution boards, isolators & motor starters

<p>GG DANDEKAR MACHINE WORKS LTD  Tel: 91-2522-29870 / 71  Fax: 91-2522-29873  Email:  dandekar@bom2.vsnl.net.in</p>	<p>Rice mill, parboiling &amp; drying plant, dal mill, rice destoner, rice polishing unit, grains cleaning unit</p>
<p>GRASIM INDUSTRIES LTD  Tel: 91-7366-46760 to 65  Fax: 91-7366-44114, 46024  Email:  grasimsfd@vsnl.com,edcomm@adityabirla.com,sfdiv.grasimbm@gems.vsnl.net.in</p>	<p>Basic chemicals; Man made fiber; Rubber products; Plastic products; Fabricated metal products; General purpose machinery; Special purpose machinery; Spong iron, cement; Erection &amp; commissioning, consultancy; Managerial services; Software consultancy</p>
<p>GRINDWELL NORTON LTD  Tel: 91-22-2844727  Fax: 91-22-2023711  Email: anand.mahajan@saint-gobain.co.in</p>	<p>Bonded abrasives; Coated abrasives</p>
<p>GUJARAT FORGINGS LTD  Tel: 91-281-387750 / 52, 389348 / 49  Fax: 91-281-387751  Email:  info@fieldmarshalengine.com</p>	<p>Highspeed diesel engines water / air cooled single / double cylinder from 3.5HP to 25HP, marine diesel engine with 2: 1 and 3: 1 speedration in power range of 3.5HP to 25HP; Diesel genset 2KVA to 20KVA in single/three phase with 3.5 HP to 25 HP water/air cooled engine, dewatering pump set (mud pump) 6.5HP to 15HP, workshop, flour mill, huller, ctton ginning expeller, vibrator, drilling machine, winch crab, sugar cane crusher; Centrifugal pump split / volut type range 65mm X 50mm to 150mm X 150mm on trolley or base plate with 3. 5HP to 25HP engine for irrigation, power loom, building material lifting, thresher etc</p>
<p>HERCULES HOISTS LTD  Tel: 91-22-5680381  Fax: 91-22-5683933  Email: indef@bom5.vsnl.net.in</p>	<p>HoT/EoT cranes, roll -out racks, stores stacker cranes, travelling trolleys, wire rope electric hoists, chain electric hoists, chain pulley blocks</p>
<p>HIGHTEMP FURNACES LTD  Tel: 91-80-8395917 / 4076 / 1446  Fax: 91-80-8397798 / 2661  Email: hightemp@vsnl.com</p>	<p>Electric furnaces, mesh belt furnaces, ovens, spares for above; Metal treatment services</p>
<p>HIND HIGH VACCUM CO PVT LTD  Tel: 91-80-8394518 / 615 / 620  Fax: 91-80-8394874  Email:</p>	<p>Vacuum pumps; Vacuum furnaces; Vacuum coaters; Helium leak detectors; Measuring instruments; Solar laminators; Watch glasses; Mirrors; Thin film coatings</p>



hindvac@giasbg01.vsnl.net.in	
HIND HYDRAULICS & ENGINEERS Tel: 91-129-5230041 / 3308 / 4295 Fax: 91-129-5234294 Email: hindhydr@vsnl.com	Hydraulic presses, power presses upto 10, 000 tons; Modernisation & complete overhauling of plants; Rubber-machinery; Transfer & injection mouldings for rubber & thermoset plastics, cylinders, dies & moulds; Tyres & tubes; Special purpose machines; Metal working; Conveyor & V-belts; Hydraulic power packs
HINDUSTAN DORR-OLIVER LTD Tel: 91-22-8325541/8219908 Fax: 91-22-8365659/8210456 Email: sdadlani@vsnl.net	Sedimentation, filtration equipment; Environment systems; Fertilizer plants
HINDUSTAN SANITARYWARE & INDUSTRIES LTD Tel: 91-11-916310485 to 87/916312226-8 Fax: 91-11-916310138 Email: somany.hindware@gndel.global.net.in	Ceramic sanitaryware; Glass containers
HOLTZMAN INTERNATIONAL LTD Tel: 91-33-4666478, 4646191 / 92 Fax: 91-33-4669889 Email: holtzman@vsnl.com	Conveyor, special material handling system
INAPEX LTD Tel: 91-11-6857459 / 60 Fax: 91-11-6851713 Email: inapex@vsnl.com	
INDAID ENGINEERS PVT LTD Tel: 91-44-6248169 / 3396 / 4538 Fax: 91-44-6358592 Email: indaid@vsnl.com	Fabricated metal products & metal working service activities; Special purpose machinery
INDIAN COMMERCE & INDUSTRIES CO LTD Tel: 91-44-5231477 Fax: 91-44-5228833 Email: beehive@earthling.net.in	Steel structures, silos, ductings, transmission line tower components, Pre-fabricated steel buildings; Design & detailing of structures & tankages; Project management of steel construction contracts; Castings; Tankages
INDIAN SUGAR & GENERAL ENGG CORPN (THE) Tel: 91-118-4524071 / 72 Fax: 91-118-4528630, 4529215, 4542072	Sugar; Heat exchangers, reactors, columns, plate and tabular construction type fume hoods, galvanising baths; Tubes, panels, superheater & economiser elements; Industrial machinery: Equipment for steel

<p>Email: rp@isgec.com</p>	<p>plants and other metallurgical industries; Boilers: water tube boilers fired with coal, lignite, oil, gas, bagasse and various agricultural wastes; pulverised fuel fired boilers; bubbling and circulating type fluidized bed boilers; stokers for coal and cellulose fuels, hot water generators; Machine tools: hydraulic presses, mechanical presses, plate blending strengthening, brass forging presses, fly ash brick presses, blanking lines, wheel of axle presses, caubering M/cs; Sugar machinery: Complete plants on turnkey basis, milling tandems, centrifugals, evaporators, vacuum pans and juice heaters, cane unloading and preparation, bagasse handling and bailing, juice and molasses weighing tanks; Ash and dust handling plants, Water treatment plants, de-aerators, filtration and clarification equipment, crystallisers, dryers, graders; Sulphur burners; Pressure vessels; Boiler pressure parts like boiler drums; Castings: steel and alloy steel castings, grey and alloy iron castings</p>
<p>INDO TECH TRANSFORMERS LTD Tel: 91-44-8271922 / 9122 Fax: 91-44-8279049 Email: indotech@kmr.net.in</p>	<p>Power and distribution transformers, special type transformers, amorphous metal core distribution transformers, rural area distribution automation and control system (RADAC) and integrated total transformer electronic protection and control (ITTEPAC)</p>
<p>INTERNATIONAL COMBUSTION INDIA LTD Tel: 91-33-2457522 / 24, 2261732 / 1734 / 2293 / 6508 Fax: 91-33-2493713 Email: intcomc2@giascl01.vsnl.net.in</p>	<p>Mineral grinding plants; Bulk material handling equipment; Chemical &amp; slurry pumps; Geared motors &amp; electric motors; Rubber &amp; polyurethane screen decks &amp; liners; Mining haulages; Gear boxes; Hot air generator, air classifier; Vibratory screens &amp; sizers, vibrators</p>
<p>INTERNATIONAL PRINT-O-PAC LTD Tel: 91-11-6466243 / 46 Fax: 91-11-6445483 Email: delaac31@giasdl01.vsnl.net.in</p>	<p>Cartons &amp; tables, printing</p>
<p>INTERNATIONAL TRACTORS LTD Tel: 91-1882-60062, 22625</p>	<p>Tractors</p>

Fax: 91-1882-22756, 24376 Email: lachman@del2.vsnl.net.in	
INVESTMENT & PRECISION CASTINGS LTD Tel: 91-278-445883 Fax: 91-278-446708, 448709 Email: direct1@ipcl-cast.com	Ferrous investment castings; Non ferrous investment castings
JOHN FOWLER (INDIA) LTD Tel: 91-80-5530026 to 28 Fax: 91-80-5533228 Email: jfil@vsnl.com	Tobacco processing machinery & accessory; Agricultural machinery; Industrial oil filters; Filters & filter elements for internal combustion, engines & industrial filters
JYOTI STRUCTURES LTD Tel: 91-22-6915000 Fax: 91-22-6915014 / 15 Email: ykripalani@jyotisttructures.com	Transmission line towers, sub station structures, windmill towers, microwave towers, antenna towers; Tower testing; Turnkey construction; Engineering consultancy
KAPS ENGINEERS Tel: 91-22-5784299, 5781933 Fax: 91-22-5785741 Email: vmsrehls@bom4.vsnl.net.in	Industrial equipment; Application solutions to powdering needs; Size reduction equipments & systems; Air pollution control equipments
KARNATAKA WATER PUMPS LTD Tel: 91-80-6500711 / 12 / 13 Fax: 91-80-6500714 Email: kwkpv1@blr.vsnl.net.in	IM-II DW H pumps, IM-III DW H pumps, IM-II ED hand pumps, afridev pumps, direct action pumps
KATLAX ENTERPRISES PVT LTD Tel: 91-79-6461991 / 646, 6854693, 6851521 Fax: 91-79-6464719 (W), 6853978 Email: katlax@wilnetonline.net	Proximity sensors/switches inductive, capacitive, photo temperature, yarn magnetic etc, transducers: Temp current, pressure displacement, valocity etc, instrument control for all types of machine appliances; Program logic control (PLC); Voltage limiter & suppressors, thermister rely unit, RFI/EMI, power line filter, protection relay card; Power supply A/c to D/c; Display monitoring equipments & integreted instruments control for automation
KATNI TILE WORKS Tel: 91-7622-52682, 53212, 50894 Fax: 91-7622-52733 Email: mcktwmp@bom6.vsnl.net.in	Refractories; High alumina bricks
KEC INTERNATIONAL LTD Tel: 91-22-8204045 Fax: 91-22-8204107	Transmission line towers, transmission line fittings and hardware; Overall project management of turnkey construction of extra

Email: chandakrd@bom.kecprgmail.com	high voltage transmission lines, including design and supply of ACSR, insulators, OPGW and other line materials
KERALA AGRO MACHINERY CORPORATION LTD Tel: 91-484-474301 to 05 Fax: 91-484-474589 Email: kamco@satyam.net.in	Diesel power tiller, power reaper, diesel engine (9 HP); Paddy transplanter, combine harvester
KIRLOSKAR OIL ENGINES LTD Tel: 91-20-5810341, 5813208 / 0209 Fax: 91-20-5813208 / 0209 Email: administrator@koel.co.in, ack@koel.co.in	Diesel engines 5-20 HP engines, pump sets spares; 19-300 HP Water cooled engines, DG sets both powered with air cooled and water cooled engines
KU SODALAMUTHU & CO PVT LTD Tel: 91-422-441223, 438346 Fax: 91-422-431279 Email: sodatech@vsnl.com	Plant & machinery for production of paper cones, cores tubes, composite cans, fibre drums, edge protectors & pulp moulded products & mini paper mill
KUTCH SALT & ALLIED INDUSTRIES LTD (THE) Tel: 91-22-2048272 Fax: 91-22-2047297 Email: sksomaiya@somaiya.com	Marine salt (industrial & edible grade); Industrial salt
LAKSHMI CARD CLOTHING MFG CO LTD Tel: 91-422-210205 Fax: 91-422-216694 Email: lakscard@md3.vsnl.net.in	Metallic Card Clothing, Flat Tops, Lickerin Wire, Stripping Fillets, C-Cleaners, Card Room Accessories; Radio Frequency Dryer, Hydro Extractor
LOHIA STARLINGER LTD Tel: 91-512-691221 (7 lines) Fax: 91-512-691249, 682205, 91-5112-82205 Email: mdo@lohiagroup.com, Isl@lw1.vsnl.net.in	Tape extrusion lines; Circular Weaving m/c; Textile Machinery
MANN ELECTRONICS Tel: 91-744-425779, 429680 Fax: 91-744-429680 Email: mannell@jp1.dot.net.in	Slide switches, Hook switches, Rca jacks, IEC & DC sockets, Terminals & connectors; Sheet metal, Moulded & draw component as per drg; Press tools & jigs; Machining job work; Moulds
MARK ENGINEERS (INDIA) PVT LTD Tel: 91-22-5283099 / 0804 Fax: 91-22-5281506 Email: mark@bom3.vsnl.net.in	Heat exchangers; Pollution control (duct cleaning ), boiler related services (turnkey installations), piping jobs (industrial utilities); Heaters & heating systems, steam generation plants; Chimneys (metal)
MC MOWJEE & CO PVT LTD	Builders, hardware (hinges, tower bolts, door

<p>Tel: 91-33-2352701, 2215896          Fax: 91-33-2357060, 4001373          Email: mowjee@hotmail.com</p>	<p>bolts, locking bolts, hasps &amp; staples, door handles, etc</p>
<p>McNALLY BHARAT          ENGINEERING CO LTD          Tel: 91-33-2478611, 2403479,          2800810          Fax: 91-33-2402086, 2802707          Email: mbecal@gncal-          mbecal.globalnet.ems.vsnl.net.in</p>	<p>Coal; Uranium and thorium ores; Iron ore;          Other mining &amp; quarrying; Fabricated metal          products; Special purpose machinery;          Electricity &amp; control apparatus; Recycling;          Construction; Turnkey contracting in bulk          material handling &amp; processing plants; Basic          Metals; Sewage &amp; refuse disposal; Lignite;          Non ferrous metal ores</p>
<p>MEDICOM SOLUTIONS (P) LTD          Tel: 91-80-8520230          Fax: 91-80-8520231          Email:          bangalore@medicomsoft.com</p>	<p>Medicom- Enterprise health information          system, Hospital information system,          Enterprise clinical information system,          Enterprise clinical support system</p>
<p>MERCANTILE &amp; INDUSTRIAL          DEVELOPMENT CO LTD          Tel: 91-22-4093358          Fax: 91-22-4093572          Email:</p>	<p>Control systems for petroleum retailing          application; Petrol/diesel dispensing pump;          Auto LPG installation</p>
<p>METRO APPLIANCES LTD          Tel: 91-11-6219097 / 98,          6448242 / 48          Fax: 91-11-6215113          Email: metrodli@del2.vsnl.net.in</p>	<p>Ceiling fans, Table fans, Ventilating fans,          Pedestal fans, Wall fans; Induction cooking          system; Sewing machines; Compact          fluorsence lamp</p>
<p>MIL INDUSTRIES LTD          Tel: 91-44-6258382          Fax: 91-44-6257583          Email: milindus@md2.vsnl.net.in</p>	<p>Rubber sheets; Rubberlined cell          components; PTFE lined pipes &amp; fittings,          PTFE expansion joints; Rubberlining of          tanks, equipments, pipes &amp; fittings; Adhesive,          thinner curing agent</p>
<p>MIL MAZZINDIA LTD          Tel: 91-118-4536772 / 73 Extn          110          Fax: 91-118-4553342, 4542103,          4553342          Email: milmazz@vsnl.com</p>	<p>Plant &amp; machinery for fatty acids, oil          processing, alcohol and allied industry;          Turnkey supply, erection and commissioning          of chemical plants; Plant &amp; machinery for          soaps, detergents, glycerine etc</p>
<p>MITCON PVT LTD          Tel: 91-80-2221618          Fax: 91-80-2221596          Email: mitcon@vsnl.com</p>	<p>Engineering &amp; project consultancy</p>
<p>MOHAN PAPER MOULDINGS          PVT LTD          Tel: 91-172-731406          Fax: 91-172-575043, 731689          Email: mfpl.chd@rmp.sril.in</p>	<p>Paper pulp modular products</p>

<p>MULTI OVERSEAS (I) PVT LTD  Tel: 91-172-574350, 584350  Fax: 91-172-581692  Email: deltanps@ch1.dot.net.in</p>	<p>UPS</p>
<p>NEPTUNE INFORMATION SOLUTIONS LTD  Tel: 91-124-6346133 / 34, 6349698 / 99  Fax:  Email: contact@nisl.com</p>	<p>Turnkey Solutions; Onsite Consulting; Education &amp; Training; Enterprise Solutions Services; Dream House; Liberty Bell; Trident - ERP</p>
<p>NICHOLAS PIRAMAL INDIA LTD  Tel: 91-22-5343508/09  Fax: 91-22-5348834  Email: vbparanjpe@nicholaspiramal.co.in</p>	<p>Cardio Vascular System; Central Nervous System; Diabetes; Nutraceuticals; Anti Infectives; Non Steroidal Anti Inflammatory Drugs; Oncology; Anti Materials, Respiratory, Gastro Intestinal Hospital Products and Diagnostics</p>
<p>ORDNANCE FACTORY BOARD  Tel: 91-33-2482730 / 8439 / 9116  Fax: 91-33-2486647  Email: dgo@giasc101.vsnl.net.in, ofboard@giac101.vsnl.net.in, bsp@lwbs.com</p>	<p>Wearing apparels; Leather goods; Footwear; Chemicals; Copper rods, tubes, pipes &amp; profile sections; Metal working; Machinery; ; Insulated cables; Optical instruments; Motor vehicles; Recycling; Weapons, ammunition, explosives &amp; tanks</p>
<p>PARAMOUNT COMMUNICATIONS LTD  Tel: 91-11-5762298, 5723106, 5764094, 5769112  Fax: 91-11-5739191, 5761770  Email: pcl@paramountcables.com</p>	<p>Cables for telecom sector: Jelly filled telecom cables, cable aerial self supported, buried service wire, switch board cables, drop wires, special cables; Cables for power &amp; industrial sector: control cables, instrumentation cables, L T power cables, thermocouple extension &amp; compensating cables; Cables for general applications: equipment &amp; hook up wires &amp; flexibles, domestic cables &amp; panel wires, energy cables &amp; battery cables</p>
<p>PESHAWAR SOAP &amp; CHEMICALS LTD  Tel: 91-124-6373060 / 61, 6372866 / 967  Fax: 91-124-6373059, 6372963  Email: pesco@nda.vsnl.net.in</p>	<p>Laundry / toilet soap &amp; allied products</p>
<p>PIAGGIO VEHICLES PVT LTD  Tel: 91-20-4013150 to 53  Fax: 91-20-6111546, 4013157  Email: p.jain@pn.pgvl.com</p>	<p>Three wheeled passenger &amp; cargo vehicles</p>
<p>POLAR PHARMA INDIA LTD  Tel: 91-33-2297124 to 27  Fax: 91-33-2494198  Email:</p>	<p>Contraceptives (male condoms)</p>

polarltx@polarcondoms.com,polarlatex@satyam.net.in	
POLYMERMANN (ASIA) PVT LTD Tel: 91-22-6366252 (5 lines) Fax: 91-22-6367010 Email: polymer.replexp@gems.vsnl.net.in	System for application like casting, encapsulation, coating etc; Polyurethane systems, formulated polyol modified MDI/TDI, UREPAN system for rigid foam-appliance industry, construction industry, transportation industry, flexible foam-auto industry, furniture industry URECAST/UREKOT
PRAJ INDUSTRIES LTD Tel: 91-2139-52214, 51511 Fax: 91-2139-51718, 51515 Email: info@praj.net	Plant & equipment for brewery, distillery, fruit processing, bio-pharma, dairy, chemicals, food & other sectors; Engineering and fabrication services for process machinery
PRIYA CHEMICALS Tel: 91-22-4449379, 4460419 / 20 Fax: 91-22-4449459 Email: angle@bom2.vsnl.net.in	Amino acids, amino acid based products
PTR ENGG SERVICES Tel: 91-44-3740550 Fax: 91-44-8571201, 3742090 Email: ptrengg@vsnl.net	Finned tubes; System design: drying systems, heating systems, dust collection, ventilation, fuel oil handling; Hot air heater, deaerator, steam accumulator, fired heater, autoclave
PYGRA EQUIPMENTS Tel: 91-484-453285, 455654 Fax: 91-484-456585 Email: hotmate@satyam.net.in	Kerosene stoves
RAAJRATNA METAL INDUSTRIES LTD Tel: 91-79-7543681 to 84 Fax: 91-79-7543085 Email: raajratna@raajratna.com	Stainless steel bright bars
RANE (MADRAS) LTD Tel: 91-44-2352344 Fax: 91-44-2351435 Email: rane@netshooter.com,rml.cc@ranomadras.sprintrpg.ems.vsnl.net.in	Manual steering & suspension systems, RCB steering gears, manual rack and pinion
RECON LTD Tel: 91-80-6679182 / 8142 Fax: 91-80-66610407 Email: surya@giasbg01.vsnl.net.in	Pharmaceuticals and formulations; Contract synthesis; Bulk drugs & intermediates; Collaboration R & D
RECORDERS & MEDICARE SYSTEMS	Medical equipments - instruments - treadmill / exercise stress test system, ECG, digital

<p>Tel: 91-172-658701 to 5  Fax: 91-172-653415  Email: helpdesk@rmsindia.com</p>	<p>EEG, spirometer, EEG (regular), polygraph, ENG, ECT, lie detector, EMG</p>
<p>RITES LTD  Tel: 91-11-3312903  Fax: 91-11-3315286  Email: info@rites.com</p>	<p>Rolling stock &amp; railway spares</p>
<p>RPG ENTERPRISES LTD  Tel: 91-33-2208948/ 9281/ 2254861/0163  Fax: 91-33-2481614, 2256790  Email: sgoenka@rpgnet.com</p>	<p>Power &amp; power transmission; Rubber; Tyres; Communications and IT; Financial services; Life sciences; Retail stores</p>
<p>SACHDEVA INDUSTRIES  Tel: 91-11-3714953, 3321852 / 53  Fax: 91-11-3711245  Email: sachind@nda.vsnl.net.in</p>	<p>Electricity apparatus; Insulated wires; Other electrical equipment; Telephone cables; Metal waste &amp; scrap; O H conductors for railways</p>
<p>SAURASHTRA TIN &amp; METAL INDUSTRIES  Tel: 91-281-387819 (3 Lines)  Fax: 91-281-387818  Email: business@saralgroup.com</p>	<p>Kerosene stove; Pressure cooker; Steel metal components</p>
<p>SCORPIO ENGINEERING PVT LTD  Tel: 91-80-5484733, 5484508  Fax: 91-80-5485119  Email: scorpioengg@vsnl.com</p>	<p>Aero mechanical conveyers, air collers, air sliders, bag dump hoppers, bag filters, bin vent vilters, big bag unloaders, big bag fillers, bin dischargers, bulk tankers (vessels), bag slitters (automatic), bin-flo pads; Double dump valves, Centop valves, disc valves, fill vent valves, rotary valves, silo relief valves, sweep valves; Pinch valves pellet cleaners, screw feeders, slide gates, slide plate dividers, sight lasses, silos &amp; hoppers (mass flow), sleeve couplings, spiral conveyers, ship unloaders, telescopic loading spouts; Target boxes, venturi eductors, vertiveyors, vibrating/reciprocating screens, vent socks, vacuum lifters, Y diverters; Bulk tankers (vessels); Control panels-PLC based; Pneumatic conveying systems</p>
<p>SEPTU (INDIA) PVT LTD  Tel: 91-124-6371354, 6373010 / 11  Fax: 91-124-6322997  Email: septu@del3.vsnl.net.in, septu@vsnl.com</p>	<p>Engineering items equipments for agricultural plants; Consultancy, turnkey project handling; Manufacturing of ultrafine mill (micronizer) for grinding minerals, vegetable and chemicals; Engineering items and equipment for chemical and pharmaceutical plants</p>



<p>SESHASAYEE PAPER &amp; BOARDS LTD  Tel: 91-4288-40221 to 28  Fax: 91-4288-40229  Email: edoff@spbltd.com</p>	<p>Paper &amp; paper boards</p>
<p>SHAKTI WELDMESH INDUSTRIES LTD  Tel: 91-172-212594, 213478, 213094  Fax: 91-172-211276  Email: shakti@glide.net.in</p>	<p>Welded steel wire mesh</p>
<p>SHASHI CABLES LTD  Tel: 91-522-224831, 237461  Fax: 91-522-237461  Email: scbl2@satyam.net.in</p>	<p>Wires, cables; Aluminium conductor</p>
<p>SHASUN CHEMICALS AND DRUGS LTD  Tel: 91-44-4348930 / 31 / 32, 4348278 / 79  Fax: 91-44-4348924  Email: shasun@shasun.com</p>	<p>Ibuprofen; Ranitidine; NMSM; Nizatidine; S+ibuprofen, naproxen, ranitidine base, S-naproxen</p>
<p>SHIV DIAL SUD &amp; SONS  Tel: 91-171-699537, 699297  Fax: 91-171-699154, 699637  Email: shivsons@vsnl.com</p>	<p>Instruments and appliances; Optical instruments</p>
<p>SIDDHACHALAM EXPORTS PVT LTD  Tel: 91-11-5409829 / 8918, 9811164045  Fax: 91-11-5147266  Email: siddha@del3.vsnl.net.in</p>	<p>Wearing apparel; Furniture; Chartered flights; Air-ticketing (International); Computer software; Market research, business &amp; management; Computer hardware; Cargo (Air &amp; sea)</p>
<p>SIEMENS METERING LTD  Tel: 91-33-467 0007/7087/7226  Fax: 91-33-467 7400  Email: arindam@gncal-landisgvr.global.net.in</p>	<p>Energy meter</p>
<p>SKYMAX LABORATORIES PVT LTD  Tel: 91-2827-87272, 87350, 87315  Fax: 91-2827-87272  Email: info@skymaxindia.com</p>	<p>Pharmaceutical formulation</p>
<p>SONIC BIOCHEM EXTRACTIONS PVT LTD  Tel: 91-731-466456 to 8  Fax: 91-731-462564</p>	<p>Deflated soya flour (toasted), deflated soya flour (untoasted), full fat soya flour (enzyme active), full fat soya flour (enzyme inactive), soya protein concentrate, soya flakes -</p>

Email: sonic@bom4.vsnl.net.in	untoasted, soya flakes - toasted, soya grits; Soya TVP (nuggets, granules), soya meat, soya meal, soya lecithin - deoiled powdered, soya lecithin - fluid, soya lecithin - food (liquid) grade, soya lecithin - commercial (liquid) grade, soya tocopherols - mix (vitamin E),soya sterols, soya fatty acid; Air fresheners; Naphthalene balls
SSP LTD Tel: 91-129-5277730, 5275441 Fax: 91-129-5277441 Email: sspgroup@del2.vsnl.net.in	Spray dryer; Evaporator; SC-20 & SC-200
STEELAGE INDUSTRIES LTD Tel: 91-22-3738961 / 62 / 63, 374 8109 / 10 Fax: 91-22-3739305 Email: steelage@vsnl.com,rraghupati@steelage.co.in	Fire resisting products; Fire extinguishers; Design, Installation and commissioning of fire protection systems; Bank security hardware
STERLING FARM RESEARCH & SERVICES PVT LTD Tel: 91-484-380618 / 634 Fax: 91-484-371308 Email: sterfarm@md4.vsnl.net.in	Agro inputs (Agriculture)
STERLING MACHINE TOOLS Tel: 91-562-345308 / 17 Fax: 91-562-344462 Email: smt@nde.vsnl.net.in,smt4@sanchar.net.in	Generators; Pumping sets; Diesel engines
STONE MACHINES & CASTINGS LTD Tel: 91-291-741221 / 421 / 621 Fax: 91-291-741721 Email: rugejd@del3.vsnl.net.in	Gery iron castings; Stone working m/c
STRIDES ARCOLAB LTD Tel: 91-80-6581343 / 44 / 46, 6580342 Fax: 91-80-6583538 / 4330 Email: strides@satyam.net.in	Speciality chemicals; Pharmaceutical formulations; Nutritions
SUPREME PLASTICIZERS Tel: 91-821-582907, 582934 Fax: 91-821-582015 Email: supremeplast@hotmail.com	Dimethyl phthalate, diethyl phthalate, dibutyl phthalate
SWIFTS LTD	Offset printing machine; Table top offset

<p>Tel: 91-22-4301342  Fax: 91-22-4379863  Email:  swifts@giasbm01.vsnl.net.in</p>	<p>printing machine; Seiki digital duplicators</p>
<p>TATA SSL LTD  Tel: 91-22-8055136 (D), 8050421 / 1500 Extn 201  Fax: 91-22-8055136, 8642517  Email: nimop@tatawire.com</p>	<p>Non alloy steel wires coated &amp; plain, standard wires, stainless steel wires &amp; wire rods</p>
<p>THERMAX LTD  Tel: 91-20-5512122, (DID) 5512263  Fax: 91-20-5511226 (Central), 5511268 (Direct)  Email: aaga@thermaxindia.com</p>	<p>Industrial heat generation &amp; heat recovery equipment, thermic fluid heaters; Project feasibility studies, energy management &amp; performance contracting services, system engineering for cogeneration plants; Water &amp; waste treatment plants; Boilers; Air pollution control equipment; Resins for water treatment; Incinerators; Vapour absorption heat pumps; Vapour absorption refrigeration systems; Computer software services</p>
<p>THIAGARAJAR MILLS LTD  Tel: 91-452-482595/ 482374  Fax: 91-452-482590 / 51  Email:  tmil@giasmd01.vsnl.net.in,  ceo@tmills.com</p>	<p>Cotton yarn &amp; fabrics</p>
<p>TORRENT PHARMACEUTICALS LTD  Tel: 91-79-6585090, 65853060  Fax: 91-79-6589278  Email:  ashok.modi@torrent.sprintsmx.ems.vsnl.net.in</p>	<p>Pharmaceutical Products</p>
<p>TRANSASIA BIO-MEDICALS LTD  Tel: 91-22-8575050, 8574040  Fax: 91-22-8573030  Email: s_vazirani@vsnl.com</p>	
<p>TRANSFORMERS &amp; ELECTRICALS KERALA LTD  Tel: 91-484-452251 / 52 / 53  Fax: 91-484-452873 / 363  Email:  telk@vsnl.com, telk.chn@rmi.sprintrpg.ems.vsnl.net.in</p>	<p>Electric motors; Other electrical equipment nec; Generators; Transformers</p>
<p>TRIVENI GLASS LTD  Tel: 91-532-600325 / 345 / 347 /</p>	<p>Float glass, sheet glass, figured glass, mirrors, neutral glass tube</p>

364 Fax: 91-532-600450 Email: tglalldmkt@triveniglassltd.com	
TURBO ENGINEERS (CBE) Tel: 91-422-230407, 231798, 237149 Fax: 91-422-230407 Email: bpm@eth.net.in	Belt conveyor, screw conveyor, bucket elevator, cast basalt wear resistant plates, pipes, all chain conveyors; Prevention of corrosion, erosion, abrasion & wear; Power plant spares; Pollution control equipment; Cement plants spares
USHA BELTRON LTD Tel: Fax: Email: ublcal@ushamartin.co.in	Telecommunication cables
VELMURUGAN ENGINEERING Tel: 91-422-440842 Fax: 91-422-430499 Email: veemee_01@yahoo.com	Foundry equipments
VIJAYANT CONSULTANTS Tel: 91-79-6401461 / 62, 6440650 Fax: 91-79-6401460 Email: consult@vijayant.com	Management consultancy; Project Consultancy; Advertising strategy & planning; Management & project consultancy for manufacturing units; Project consultancy services for electricity, gas & water supply; Project consultancy services for construction; Consultancy services for financial intermediation; Consultancy services for non conventional & renewable sources of energy
VST TILLERS TRACTORS LTD Tel: 91-80-8511182, 8510805 to 7 Fax: 91-80-8510221 Email: vstgen@vttlhq.com	Power tiller, tractor; Diesel engine
VWF INDUSTRIES LTD Tel: 91-821-582247 Fax: 91-821-582427 Email: vwf@giasbg01.vsnl.net.in	Tungston filaments, tungston wires, molybdenum wires
WARM STREAM Tel: 91-2692-31316, 32309 Fax: 91-2692-36478 Email: warm.stream@gnahd.global.net.in	General purpose machinery; Special pupose machinery; Domestic appliances n e c
WEBFIL LTD Tel: 91-33-2428210 / 8550 / 1335 Fax: 91-33-2421087, 2421335	Trenching, laying, joining, splicing etc of fibre optic cable, installation & commissioning of telecom transmission equipment, turnkey

<p>Email: webfil@vsnl.com</p>	<p>contract for private telecom network; Installation &amp; implementation of custom built turnkey information technology projects, implementation of municipal &amp; co-operative banking software; Tungsten filaments for GLS lamps &amp; cathodes for fluorescent tubes; Universal fail safe interface for signalling of block instruments for the railways; Optical line terminating equipment (OLTE), drop insert type primary multiplexure, digital microwave radio equipment</p>
<p>WEIKFIELD PRODUCTS CO (I) PVT LTD Tel: 91-20-6680111 / 12 Fax: 91-20-6680380 Email: weikfield.international@wmi.co.in</p>	<p>Growing of mushrooms; Processing of brinjals, mango; Other food products: baking powder, veg jelly crystals, ice cream mix, drinking chocolate, icing sugar; Beverages: organic tea</p>
<p>WELDOR ENGINEERING PVT LTD Tel: 91-281-360242 / 43 / 44 Fax: 91-281-360466 Email: weldor@weldor.com</p>	<p>Machinery &amp; equipment NEC hydraulic/mechanical NC/CNC &amp; non CNC press brake, guillotine shearing power press &amp; perforating machine</p>
<p>WESMAN ENGINEERING CO LTD (THE) Tel: 91-33-2405320, 2816406 Fax: 91-33-2478050, 2816402 Email: mailbox@wesman.com, rajan@wesman.com</p>	<p>Spares for industrial furnances, foundry equipment and sand plants; Industrial furnances, Sand plants and Combustion Equipment; Technical consultancy services on projects relating to industrial furnace, Foundry equipment and combustion equipment; Foundry equipment</p>
<p>WESTERN INDIA CASHEW CO Tel: 91-474-741562, 746129 Fax: 91-474-742792 Email: hari@indiancashews.com</p>	<p>Cashew bits &amp; pieces (food ingredient); Cashew kernels, roasted &amp; salted cashews</p>
<p>WIRES &amp; FABRIKS (S A) LTD Tel: 91-141-340117, 341722 Fax: 91-141-340689, 340078 Email: info@wirefabrik.com</p>	<p>Chemicals for paper making; (Copper alloy) EDM wire; Filter fabrics; Paper machine clothing</p>
<p>WOCKHARDT LTD Tel: 91-22-6534444 Fax: 91-22-6534242 Email: knarayan@wockhardt.in.com</p>	<p>Captopril; D-oxyphene base; Dextropropoxyphene napsylate; Dextropropoxyphene HCL; Dextromethorphan hydrobromide; Dimethylamine HCL; Disodium pamoate; Vitamin B 12; Pain &amp; inflammation drugs; Cortico steroids; Anti-infectives; Cough preperations; Antiseptics; Vaccines; Neuro psychiatric drugs, vitamins &amp; nutrients,</p>

	nutrition products, anaesthetics; Super speciality hospitals: Wockhardt hospital & heart institute, Bangalore; Wockhardt hospital & kidney institute, Calcutta; Fluid therapy
YASH PAPERS LTD Tel: 91-5278-58777, 58589 Fax: 91-5278-58062 Email: info@yash-papers.com	Mg Kraft paper of 32 to 120 gsm both ribbed and plain in reel and sheet
YUKEN INDIA LTD Tel: 91-80-8452069 Fax: 91-80-84522618452069 Email: yuken@vsnl.com, cp_rangachar@yukenindia.com	Grey iron castings, spheroidal graphite iron castings; Pump, valves, power units, cylinders

For more informations on these companies, please refer to CII website:

[www.ciionline.org](http://www.ciionline.org)

## Summary and Conclusions:

Relations between India and Ghana are cordial. Both the countries through their embassies have worked to improve economic and political relations as well as to boost their bilateral trades.

The companies listed above are interested in doing business with Ghana. There are number of companies in various sectors who are also looking opportunities to do business with Ghana in terms of Joint Venture / Marketing arrangements for their products in Ghana or looking for a suitable business partners in Ghana. There are companies in India who have good technologies and willing to sell their plants and machinery and are also interested to provide training on the machinery to Ghanaians so that they are fully conversant in running their plants in Ghana.

Though India has a number of Companies and firms operating in Ghana, yet the investment by world standard has been low. Companies like RITES and TCIL are doing good business in Ghana. At present Ghana keenly wants India expertise in IT sector. Ghana has emerged as an outstanding success story of economic reforms programme in sub-Saharan Africa and offers a tremendous potentiality in the areas of mining, infrastructure, telecommunication and tourism.

Ghana has invited Indian investors. Ghana's President in his recent visit to India said that it was easier to mark dollars in Ghana than in USA itself for the country has entered into protocols with united states that allows easy access to products from Ghana to USA. It has also set up a ministry for private sector development that will invite investors from other countries. The five specific areas identified for cooperation between India and Ghana are :

1. Infrastructure development, such as road, energy, telecommunication etc.

2. Modernization of agriculture
3. Social services with emphasis on health and education
4. Good governance and
5. Private sector development

Hence the potential area and sectors in which India can further her investment program in Ghana are :

1. Information technology and other infrastructure development
2. Mining
3. Agriculture and textile
4. Tourism

CII studies have shown that the following Indian products have a good export potential to Ghana :

- Automobiles, tractors, two-wheelers,
- Sewing machines,
- LPG cylinders,
- Hand Pump,
- Oil expellers, diesel engines, marine engines,
- Earth Moving Machinery,
- Mining and construction equipment,
- Building hardware,
- Machine tools,
- Hospital and surgical equipment, dental equipment,
- Kitchen appliances,
- Agricultural machinery and spare parts,
- Ceiling fans and other related accessories,
- Electric meters and switches etc.



India could import from Ghana the following commodities:

- Gold
- Raw Cashew nuts
- Fruits & nuts
- Wood & wood products
- Raw Cotton
- Fertilizer crude
- Pearls, precious & semi-precious stones

We feel that there are enormous opportunities where Indian industry can make their investment in Ghana in the following sectors :

1. Agro-processing sector
2. Developmental banking
3. Storage plants for agro products
4. Fishing and aquaculture
5. Mining
6. Timber processing industry
7. Tourism industry – immense potential for development.

CII has organised number of seminars and conference and found that Indian companies are very keen to explore their business linkages at Ghana and are looking at business partners for Joint Ventures. They are also willing to make investments to be able to make profitable use of the AGOA Act to access the US markets.

## CII & Ghana

- MoU Partner - Association of Ghana Industries (AGI)

Association of Ghana Industries (AGI) participated in IETF 1999. Mr. Andrew Evans Quayson, Executive Director of AGI participated in ISTP - Experience sharing programme from 2-14 August 1999 ; New Delhi / Mumbai.

- High Commission of India, Accra (Ghana) organised a Catalogue Show from 6 - 10 October 2000 at Accra. CII requested Indian industries to participate and 35 companies participated and send their catalogues to Indian High Commission at Accra.
- CII took a business mission to Accra, Ghana from 27 February – 3 March 2002. The objective of the mission was to meet with Key policy makers, industry associations, investment and trade promotion agencies, site visits etc. The mission coincided with 8<sup>th</sup> Ghana International Trade Fair organised by the Ghana Trade Fair Company, under the auspices of the Ministry of Trade and Industry, Ghana (28 February – 6 March 2002).
- Indian Mining Industry Mission, led by the Secretary, Mines, Dr. Kundra. This visit created awareness of the Industry and one of the Indian companies was awarded a contract in the sector.
- President of Ghana H E John A Kufuor visited India, along with his ministers and a strong industry delegation. During the Ghana President's meeting with CII members widespread interest in Ghana was well appreciated. The direct and open interaction has charged the industry with a lot of enthusiasm. President of Association of Ghana Industries also accompanied this delegation and met with CII on 5 August 2002.

- CII has organised seminar / conferences on Business opportunities in Africa and Ghana. Information sharing between the Ghana High Commission & CII is done on a regular basis through interaction at seminars and on one to one basis.

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**COTE d'IVOIRE**

## **Cote d'Ivoire**

The Republic of Cote d'Ivoire is situated on the west coast of Africa, between Ghana to the east & Liberia to the west, with Guinea, Mali & Burkina Faso to the North.

The backbone of the Ivorian economy is the cash crop cocoa (of which Ivory Coast is world's largest producer and exporters) and coffee (of which it is one of the largest African Producers). Export of both Cocoa and coffee fetch just less than one half of the country's total export earning.

Consequently, the economy is highly sensitive to fluctuations in International prices for these products and to weather conditions. Despite Government attempts to diversify the economy, it is still largely dependent on agriculture and related activities. Which contributes about 30% of the GDP and provides three quarters of export earnings. This sector's rapid growth was the basis for the economic expansion of 1960's and 1970s, bringing the country into the ranks of middle income developing countries.

## **INDIA – COTE d'IVOIRE**

### **General**

Political relations between India and Cote d'Ivoire are strong. On the economic front, there is great admiration for India's self-sufficiency in food, development of the SMEs sector, development of indigenous technological and the growth of consumer and engineering industries.

Cote d'Ivoire along with Kenya, Nigeria, Egypt, Tanzania, Ghana etc. is one of the major destination of Indian export to Africa. Total trade between two countries is approximately US\$ 128.58 million.

A commercial agreement including the "Most Favoured Nation Treatment" is already signed between India and Cote d'Ivoire since 1993.

**Major commodities of Indian exports :** Dyes, intermediates & coar tar chemicals, plastic & linoleum products, manufacture of metals, Meat & preparations, drugs, pharmaceuticals & fine chemicals, Inorganic/organic chemicals, cosmetic/toiletries, Rubber mfg. Products, Transport equipment, machinery & instruments, machine tools, non-basmati rice, processed vegetables, misc. processed items, marine products, others are the major commodities being exported from India to Cote d'Ivoire.

**Major commodities of Indian imports:** Cashew nuts, wood & wood products, metal scraps, cotton raw & waste, pearls, precious, semi precious stones & others are being imported into India from Cote d'Ivoire.

#### India and Cote d'Ivoire bilateral trade statistics:

(Fig. USD million)

Year	India's export	India's import	Total	Trade Balance	Growth %	
					Export	Import
1996-97	16.50	51.39	67.89	-34.89		
1997-98	13.25	51.64	64.89	-38.40	-19.70	0.48
1998-99	66.09	36.10	104.19	34.49	398.79	-26.22
1999-00	34.49	97.48	131.97	-62.99	-47.81	155.85
2000-01	45.98	119.91	165.89	-73.93	33.31	23.01
2001-02	52.24	76.34	128.58	-24.10	13.61	-36.34

Source : DGCI&S, Calcutta

Exchange rate: 1996-97 US\$ 1 =Rs.35.50, 1997-98 US\$ 1=37.16, 1998-99 US\$ 1=42.07, 1999-00, US\$ 1=43.33, 2000-01 US\$ 1=Rs.45.68, 2001-02 US\$ 1= Rs.47.69

#### India Exports to Cote d'Ivoire

(Fig USD Million)

Export commodities	2000-01	2001-02
Drugs, pharmaceuticals and fine chemicals	1.17	1.87
Rubber manufactured products except footwear	1.73	3.10
Plastic & Linoleum products	1.44	1.99
Manufacturers of metals	1.30	3.37
Transport equipments	5.92	4.87

Electronic goods	1.28	0.40
Cotton yarn, fabrics, madeups	26.35	21.94
RMG cotton including accessories	1.36	0.51
Rice other than Basmati	0	5.76
Inorganic / Organic / Agro Chemicals	0.58	1.79
Primary & Semi finished Iron & Steel	0.53	1.19
Cosmetics / Toiletries etc.	0.43	0.66

Source : MoC, India

### India's export to Cote d'Ivoire – Commodities in details

(fig. US 4 Million)

Item	1998-1999	1999-2000	2000-2001
Textile & Jute mill machinery	0.2	0.1	0.2
Knitting machines	0.0	0.0	0.0
Boilers, parts	0.0	0.0	0.0
Other chemical plant	0.0	0.1	0.1
Food processing machinery, parts	0.1	0.1	0.0
Other construction machinery	0.0	0.0	0.0
Tractors & agricultural equipment	1.3	0.9	0.8
Other industrial machinery	0.3	0.0	0.1
Electric power equipment, parts	0.1	0.2	0.1
Electric wires & cables	0.0	0.0	0.0
Railway rolling stocks, locos, parts	0.0	0.0	2.0
Complete vehicles	0.7	1.0	0.2
2/3 wheelers	0.0	0.0	0.0
Machine tools	0.0	0.0	0.0
Steel pipes & tubes	0.0	0.0	0.0
Ferrous holloware	0.3	0.7	0.6
Electrodes	0.0	0.0	0.0
Steel wire – strds, nails, nettings, et	0.0	0.0	0.0
Steel wire	0.2	0.0	0.5
Bolts & nuts	0.0	0.1	0.0
Wire ropes	0.0	0.0	0.0
Sanitary casting	0.1	0.0	0.0
Industrial casting	0.0	0.0	0.0
Forgings	0.0	0.0	0.0
Bright bars	0.0	0.0	0.0
S.S Utensils	0.0	0.0	0.0
Razor Blades	0.0	0.0	0.0
Steel furniture	0.0	0.0	0.0
Other steel products N.O.S	0.1	0.1	0.1
Primary Iron & Steel	0.1	0.3	0.1
Prime Aluminium	0.0	0.0	0.0
Aluminium Products	0.2	0.2	0.2
Other non-ferrous metal	0.0	0.1	0.0
Auto parts	1.0	0.2	0.1
Bicycle parts	3.3	3.0	2.8

Hand tools	0.4	0.3	0.2
Cutting tools	0.0	0.1	0.0
Steel files	0.0	0.0	0.0
I C Engines & parts	0.2	0.1	0.1
Air compressors	0.0	0.0	0.1
Mechanical pumps	0.1	0.0	0.0
Electric fans & parts	0.0	0.0	0.0
Office equipment	0.0	0.0	0.0
Storage battery	0.0	0.1	0.0
Sewing machines	0.0	0.0	0.0
Electric mfrs. N.O.S	0.2	0.2	0.1
Scientific & surgical instruments	0.1	0.1	0.0
Misc. mfrs. Articles	0.0	0.0	0.0
<b>Total</b>	<b>9.23</b>	<b>8.05</b>	<b>8.65</b>

Source : Engineering Export Promotion Council, India

### India Imports from Cote d'Ivoire

(fig. US \$ Million)

Sl. No	Commodities	2000-01	2001-02	Growth %
1.	Wood and wood products	42.31	38.67	-8.60
2.	Cashew Nuts	41.60	19.55	-53.01
3.	Cotton raw : Comb./ Uncomb./ Waste	33.50	17.54	-47.65
4.	Mettalifers ores & metal scrap	2.90	0.48	-83.42
5.	Medicinal & Pharmaceutical products	0.00		0.09
6.	Electronic Goods	0.02	0.01	-69.84
7.	Non-Metic mnrl. Mnes excl. perls	0.00	0.01	
8.	Machinery except elec & electronics	0.08	0.00	-95.53

Source : MoC, India

### Observation on bilateral trade between India and Cote d'Ivoire:

It is observed from the above statistics and data that exports from India into Cote d'Ivoire has grown in the last 6 years. Average growth in the bilateral trade between two countries for the past 6 years (1996-2002) is approximately 89.39%. In the last six years, Indian exports to Cote d'Ivoire increased by 216.61% and similarly Cote d'Ivoire exports to India increased by 48.55%. During 2000-01 and 2001-02, there is a growth of 58.89% in Drugs and Pharmaceuticals, Manufacture of Metals by 160.28%, Inorganic / organic agro chemicals 206.37%, Primary and semi-finished iron and Steel 122.32%. Above statistics also shows that trade balance between two countries is in favour of Cote d'Ivoire. India



imports wood and wood products, cashew nuts and raw cotton from Cote d'Ivoire in large quantity.

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## INDIAN INVESTMENT AT COTE D'IVOIRE

### List of Wholly Owned Subsidiaries at cote d'Ivoire from Jan. 1991 – Dec. 2001

Name & address	Field of operations	Date of approval	Indian equity In USD'000	Percentage status in contribute to equity
Core Worldwide Ltd. Core Towers, Near Parimal Crossing, Elis Bridge, Ahmedabad	Trading – Fluids, Formulations, medical devices (Pharmaceuticals)	24/03/98	11	100%

**List of CII member companies interested to do business with Cote d'Ivoire and looking for a partner for joint venture / marketing arrangements in Cote d'Ivoire.**

<b>Company Details</b>	<b>Product / Service</b>
AASTHA ENERGY TECHNOVISION PVT LTD Tel: 91-79-6408804 / 05 Fax: 91-79-6408804 Email: aastha8@satyam.net.in	Engraved copper rollers (cylinders) for printing; Consultancy for exports, information technology, management projects & finance; Recruitment
ADVANI-OERLIKON LTD Tel: 91-20-7476276 to 9, 7472351 Fax: 91-20-7473751 Email: ramankumar@adorians.com	Welding equipment & consumables; Welding training education; Cutting equipment
AGRO BIO-TECH RESEARCH CENTRE LTD Tel: 91-481-565894, 300211 Fax: 91-481-562018 Email: agrobiotech@yahoo.com, abtec@md5.vsnl.net.in	Bio fertilizer, bio control agents, organic manures, micro nutrients; Agriculture consultancy services
AJ STATIONERY PVT LTD Tel: 91-821-402235, 402300, 403143 Fax: 91-821-402101 Email: ajsindia@vsnl.com, ajyes@blr.vsnl.net.in	Lever arch file, ring binder, development of customer specified products
AKZO NOBEL COATINGS INDIA LTD Tel: 91-8111-71306 Fax: 91-8111-71305 Email: ancil@uk.akzonobel.com	Other chemical products
AMCO BATTERIES LTD Tel: 91-80-2275597 Fax: 91-80-2275377 Email: amco.cen@amco.sprintrpg.ems.vsnl.net.in, sa@br.amco.co.in	Automotive lead acid storage batteries
AN INSTRUMENTS PVT LTD Tel: 91-33-2402222, 2472509 Fax: 91-33-2806684 Email: ani@cal.vsnl.net.in	Pressure gauges, vacuum gauges, temperature gauges, diffusion resistant, regulator
APOLLO TYRES LTD Tel: 91-124-6383002 to 18 Extn 107 Fax: 91-124-6383020 Email: ssaigal@apollotyres.com	Automobile tyres
APTECH LTD	Information technology training &

Tel: 91-22-8389831 / 6 Fax: 91-22-8389828 Email: ganeshn@aptech.ac.in	education; Software development & consultancy
ASB INTERNATIONAL PVT LTD Tel: 91-251-688952, 684785 Fax: 91-251-688951 Email: asbintpl@bom5.vsnl.net.in	
ASIAN PAINTS (INDIA) LTD Tel: 91-22-695 8000/ 8623 Fax: 91-22-695 8888 / 8787 Email: ashwin.dani@asianpaints.com	Paints & enamels; Penta erythritol; Phthalic anhydride
ASSOCIATED SOAPSTONE DISTRIBUTING CO PVT LTD Tel: 91-141-640301 to 3 Fax: 91-141-640304 Email: sales@golcha.com	Talc, kaolin, calcite, granite
AUROLAB Tel: 91-452-535573 Fax: 91-452-535274 Email: aurolab@aurolab.com	Intraocular lenses, suture needles; Spectacle lenses; Pharmaceutical preparations
BALAJI RAILROAD SYSTEMS LTD Tel: 91-40-7806384, 7707592 Fax: 91-40-7806964 Email: info@barsyl.com	Railway wagons
BAMMO POLYMERS LTD Tel: 91-484-305132, 304271 Fax: 91-484-389728 Email: ktbenny@md3.vsnl.net.in	Plastic products
BDH INDUSTRIES LTD Tel: 91-22-8870834, 8870082 Fax: 91-22-8868349, 8870856 Email: bdhind@vsnl.com	Pharmaceutical formulation; Bulk drugs; Speciality chemicals
BDK PROCESS EQUIPMENTS INC Tel: 91-836-331499, 333930 Fax: 91-836-330799 / 899 Email: bdkhub@bgl.vsnl.net.in	Valves - general, control valves - on/off, industrial valves
BERI UDYOG PVT LTD Tel: 91-184-273164, 258365 Fax: 91-184-273164, 258365 Email: beriudyog@hotmail.com	Agricultural farm implements e.g. tillers, cultivators, harrows, disc plough, M B plough, levellers etc
BESCO LTD Tel: 91-33-4406364 / 6365 / 4666 Fax: 91-33-4404075 Email: besco@giascl01.vsnl.net.in	Rubber products (Elastomers and metalasticks); Casting of metals (Steel); Railway rolling stock items like wagons, couplers and bogies, high capacity draft gears, crossings (frogs)
BHAI ENGINEERING CORPORATION	Concrete batching & mixing plants;

<p>Tel: 91-161-671558          Fax: 91-161-671589          Email: bhai@satyam.net.in</p>	<p>RMC plants; Tower cranes; Concrete pumps; Transit mixers</p>
<p>BHARAT BHARI UDYOG NIGAM LTD          Tel: 91-33-4795524 / 6539          Fax: 91-33-4797046          Email: bbunl@vsnl.net.in</p>	<p>Erection and maintenance services; Refractory items; Steel casting; Steel bridges/fabrication steel work; Various types of cranes; Paper machinery; Switchgear upto 12 KV; Plug, socket upto 440 V; Wagons, coach, wagon components; Construction of concrete bridges, highways, flyover; Steel plant equipment; Jute machinery; Mining equipment; Track maintenance machines, roads construction equipment</p>
<p>BHARAT EARTH MOVERS LTD          Tel: 91-80-2224141 (12 lines)/ 2223065          Fax: 91-80-2226883, 2224451, 2276452          Email: bemlexp@vsnl.com, kaprameyan75@hotmail.com</p>	<p>Earthmoving eqpt: Dozers, dumpers, Hyd excavator, loaders, motor graders &amp; spare parts; Rope shovel, walking dragline; Defence eqpt/aggregates; Railway eqpt, passenger coaches, AC / DC EMUs</p>
<p>BHARAT ELECTRONICS LTD          Tel: 91-80-5595729          Fax: 91-80-5584911          Email: imd@bel-india.com</p>	<p>Television &amp; Commn equipments; Electronic Components; Medical appliances and instruments; Software</p>
<p>BHARAT FRITZ WERNER LTD          Tel: 91-80-8395745 / 4811          Fax: 91-80-8394816          Email: bfw@vsnl.com</p>	<p>Special purpose machines for automobile sector; Horizontal machining centers: TMC-500, TMC-630/630N, TMC-800, TMC-1000, TMC-1250, Maxpro-H320E, Maxpro-H400/H400E, Maxpro-H500/500HS, Maxpro-H630; Vertical machining centers: Maxpro - V400; CNC boring &amp; milling vertical: BMV -40, BMV - 40 TC 20, BMV - 50, BMV - 50 TC 20; CNC Boring &amp; milling vertical: BMV - 40 T 20, BMV - 50 T 20; Conventional milling machine: Size - 1 (vertical, horizontal &amp; universal), Size - 2 (vertical, horizontal &amp; universal), Size - 3 (vertical, horizontal &amp; universal)</p>
<p>BILT GRAPHIC PAPERS LTD          Tel: 91-20-6113227, 6113564          Fax: 91-20-6129938          Email: anilkaul@bilt.com</p>	<p>Paper &amp; paper products</p>

<p><b>BIOTECH LABORATORIES</b>  Tel: 91-20-5650524  Fax: 91-20-5650564  Email: biotech_labs@vsnl.com</p>	<p>Industrial microscopes micro-projection measuring equipments; test &amp; measuring opto-electronic image analysers &amp; instruments for QC, QA and R &amp; D for metal alloys, auto-parts, welding, chemical pharmaceutical, dyestuff, mineral industries, textile fibres; Calibration of optical combinations with manual mode and computer automated mode, customised software for image analysers for metallography, particle size analyser, biopsy / biotechnology image analysers, textile image analyser, sugar slurry analyser</p>
<p><b>BM INDUSTRIES</b>  Tel: 91-33-2380806  Fax: 91-33-2310152  Email: bmindustries@rediffmail.com</p>	<p>Galvanised iron buckets, tension bars; GI wires, MS rods, flats, bars, MS structurals, other iron &amp; steel materials &amp; goods, MS sections, PVC pipes &amp; fittings; Hot dip zinc galvanisers, fabricators, engineers, contractors, liaison</p>
<p><b>BOMBAY DYEING &amp; MFG CO LTD (THE)</b>  Tel: 91-22-2618071 / 4520/ 261 0864/ 8071  Fax: 91-22-2615014/ 261 2579  Email: nnwadia@vsnl.com</p>	<p>Yarn, textile fabrics, textile piece goods; Leasing; Textile made-ups; Di-methyl terephthalate</p>
<p><b>BRY-AIR (ASIA) PVT LTD</b>  Tel: 91-124-8991111  Fax: 91-124-8991100  Email: enquire@pahwa.com, sdutta@pahwa.com</p>	<p>Special purpose machinery (dehumidifiers and plastic auxiliary equipment), Energy Recovery and complete environment control systems</p>
<p><b>BURN STANDARD CO LTD</b>  Tel: 91-33-2471772 / 067 / 762  Fax: 91-33-2471788  Email: bsclh@giasc101.vsnl.net.in</p>	<p>Extraction of crude petroleum &amp; natural gas; Casting of metals; Railway &amp; tramway locomotives &amp; rolling stock; Site preparation; Refractories;</p>
<p><b>BVU ENGINEERING &amp; MARINE INDUSTRIES PVT LTD</b>  Tel: 91-281-698319  Fax: 91-281-693310  Email: bvu101@hotmail.com</p>	<p>Grinding machines; Industrial/automotive bearings; Consultancy-project &amp; marketing; Special purpose machines</p>
<p><b>CALYX CHEMICALS &amp; PHARMACEUTICALS</b>  Tel: 91-22-8575037 to 42</p>	<p>Pharmaceutical &amp; drugs</p>

Fax: 91-22-8575036 Email: calyx@vsnl.com	
CAPIOUS ROADTECH PVT LTD Tel: 91-79-5833436 / 597 Fax: 91-79-5833597 Email: exports@capious.com	Road and surface making machines
CENTURY LAMINATING CO LTD Tel: 91-122-313689, 312687 Fax: 91-122-313195 Email: merinohr@vsnl.net.in	Laminated sheets; Formaldehyde; Printing of design on paper; Tissue culture sugarcane plants; Planing of wood
CENTURY STEEL BALLS PVT LTD Tel: 91-265-337869 Fax: 91-265-337869 Email: cent.balls@gecs.com	Cycle steel balls
CETHAR VESSELS LTD Tel: 91-431-482452 Fax: 91-431-481079 Email: cethar@md3.vsnl.net.in	Steam generators and boilers
CFL PHARMACEUTICALS LTD Tel: 91-832-223277 Fax: 91-832-432948 Email: cflgoa@goatelecom.com	Pharmaceutical formulations
COATES OF INDIA LTD Tel: 91-33-4493984, 4496591 to 96 Fax: 91-33-4495267 / 2311 / 0433 Email: coil@vsnl.com	Other chemical products (printing inks, adhesives, printers, sundries)
COIMBATORE COMPRESSOR ENGINEERING CO PVT LTD Tel: 91-422-570323 Fax: 91-422-571447 Email: compressor@eth.net	Air compressors; Electric motors; Garage equipments
COMPONENTS & EQUIPMENTS LTD Tel: 91-172-732281/591616 Fax: 91-172-733140 Email: ceplpkl@satyam.net.in	Leather of different kinds; Chemicals for leather
DABUR INDIA LTD Tel: 91-120-4778501 to 25, 4777901 to 25 Fax: 91-120-4777816 / 17 Email: rahula@dabur.com	Ayurvedic medicines; Pharmaceuticals; Herbal healthcare & personal care, cosmetics; Foods
DHIMAN SYSTEMS (INDIA) LTD Tel: 91-1821-20707, 22707, 24707 Fax: 91-1821-21007, 22007 Email: dsil@dsilgroup.com	Special purpose machinery (Candy, toffee, lollypop, bubblegum, processing, and wrapping machines)
DIVMA ENGG COMPANY PVT LTD Tel: 91-413-677620	Food - wheat flour, biscuits, animal feed, pasta, edible oil, grain cleaning

Fax: 91-413-677629 Email: mupie@giasmd01.vsnl.net.in	and milling machines; Spares for flour milling machines
EICHER TRACTORS Tel: 91-7480-33680-84 Fax: 91-7480-33697/98 Email: akher@eicher.co.in	Agriculture tractors
ELECTRICAL MANUFACTURING COMPANY LTD Tel: 91-33-2473601 / 02, 2813438 Fax: 91-33-2813439 Email: emcltd@cal01.vsnl.net.in	Galvanised Steel Towers; Construction of Extra High Voltage Transmission Lines on Turnkey basis; Hardware Fittings and Accessories
ELECTROTHERM (INDIA) LTD Tel: 91-2717-39953 to 57, 39613 to 15 Fax: 91-2717-39616, 91-79-6740923 Email: electrotherm@vsnl.com	M F induction melting/holding furnace; DC Arc Furnace, Submerged Arc Furnace; Ladle Refining Furnace; Metal Refining Converter; Induction Heating & Hardening Equipments
ELGI ELECTRIC & INDUSTRIES LTD Tel: 91-422-311711 Fax: 91-422-314411, 315111 Email: elgielectric@el.jet.co.in	Automatic Cleaning System; Fire Diverter System; Electric Motors
ELOFIC INDUSTRIES LTD Tel: 91-129-5278446, 5275647 Fax: 91-129-5274519 Email: fbd@elofic.com	Oil, fuel; Oil, fuel & air filters for industrial machinery; Air filters
ENGINEERS INDIA LTD Tel: 91-11-6102121, 6104132, 6103475 (D) Fax: 91-11-6194760, 6102482 (D) Email: eil.mktg@eil.co.in	Feasibility studies, project management, process design, engineering, procurement, construction supervision, commissioning assistance and other specialist services for projects in Petroleum and other related process industries
ENVIROTECH INSTRUMENTS PVT LTD Tel: 91-11-6813887 / 4139 Fax: 91-11-6811833 Email: envirotech@vsnl.com	Instruments for measuring air pollution; Air Pollution Monitoring
EXIMSOFT TECHNOLOGIES PVT LTD Tel: 91-80-6580466, 6583522 Fax: 91-80-6640973 Email: info@eximsoft.com	Software consultancy & supply; Data base; E-commerce
FERRO FOUNDRIES PVT LTD Tel: 91-821-402376 Fax: 91-821-402052 Email: ffrro@blr.vsnl.net.in	Material Handling Equipment; Plywood Making Machinery
GG DANDEKAR MACHINE WORKS	Rice mill, parboiling & drying plant, dal



LTD Tel: 91-2522-29870 / 71 Fax: 91-2522-29873 Email: dandekar@bom2.vsnl.net.in	mill, rice destoner, rice polishing unit, grains cleaning unit
GRASIM INDUSTRIES LTD Tel: 91-7366-46760 to 65 Fax: 91-7366-44114, 46024 Email: grasimsfd@vsnl.com,edcomm@aditya birla.com,sfdiv.grasimbm@gems.vsnl.n et.in	Basic chemicals; Man made fiber; Rubber products; Plastic products; Fabricated metal products; General purpose machinery; Special purpose machinery; Spong iron, cement; Erection & commissioning, consultancy; Managerial services; Software consultancy
GRINDWELL NORTON LTD Tel: 91-22-2844727 Fax: 91-22-2023711 Email: anand.mahajan@saint- gobain.co.in	Bonded abrasives; Coated abrasives
GUJARAT FORGINGS LTD Tel: 91-281-387750 / 52, 389348 / 49 Fax: 91-281-387751 Email: info@fieldmarshalengine.com	Highspeed diesel engines water / air cooled single / double cylinder from 3.5HP to 25HP, marine diesel engine with 2: 1 and 3: 1 speedration in power range of 3.5HP to 25HP; Diesel genset 2KVA to 20KVA in single/three phase with 3.5 HP to 25 HP water/air cooled engine, dewatering pump set (mud pump) 6.5HP to 15HP, workshop, flour mill, huller, ctton ginning expeller, vibrator, drilling machine, winch crab, sugar cane crusher; Centrifugal pump split / volut type range 65mm X 50mm to 150mm X 150mm on trolley or base plate with 3. 5HP to 25HP engine for irrigation, power loom, building material lifting, thresher etc
HERCULES HOISTS LTD Tel: 91-22-5680381 Fax: 91-22-5683933 Email: indef@bom5.vsnl.net.in	HoT/EoT cranes, roll -out racks, stores stacker cranes, travelling trolleys, wire rope electric hoists, chain electric hoists, chain pulley blocks
HIGHTEMP FURNACES LTD Tel: 91-80-8395917 / 4076 / 1446 Fax: 91-80-8397798 / 2661 Email: hightemp@vsnl.com	Electric furnaces, mesh belt furnaces, ovens, spares for above; Metal treatment services
HIND HIGH VACCUM CO PVT LTD Tel: 91-80-8394518 / 615 / 620 Fax: 91-80-8394874 Email: hindvac@giasbg01.vsnl.net.in	Vacuum pumps; Vacuum furnaces; Vacuum coaters; Helium leak detectors; Measuring instruments; Solar laminators; Watch glasses;

	Mirrors; Thin film coatings
HIND HYDRAULICS & ENGINEERS Tel: 91-129-5230041 / 3308 / 4295 Fax: 91-129-5234294 Email: hindhydr@vsnl.com	Hydraulic presses, power presses upto 10, 000 tons; Modernisation & complete overhauling of plants; Rubber-machinery; Transfer & injection mouldings for rubber & thermoset plastics, cylinders, dies & moulds; Tyres & tubes; Special purpose machines; Metal working; Conveyor & V-belts; Hydraulic power packs
HINDUSTAN DORR-OLIVER LTD Tel: 91-22-8325541/8219908 Fax: 91-22-8365659/8210456 Email: sdadlani@vsnl.net	Sedimentation, filtration equipment; Environment systems; Fertilizer plants
HINDUSTAN SANITARYWARE & INDUSTRIES LTD Tel: 91-11-916310485 to 87/916312226-8 Fax: 91-11-916310138 Email: somany.hindware@gndel.global.net.in	Ceramic sanitaryware; Glass containers
HOLTZMAN INTERNATIONAL LTD Tel: 91-33-4666478, 4646191 / 92 Fax: 91-33-4669889 Email: holtzman@vsnl.com	Conveyor, special material handling system
INAPEX LTD Tel: 91-11-6857459 / 60 Fax: 91-11-6851713 Email: inapex@vsnl.com	
INDAID ENGINEERS PVT LTD Tel: 91-44-6248169 / 3396 / 4538 Fax: 91-44-6358592 Email: indaid@vsnl.com	Fabricated metal products & metal working service activities; Special purpose machinery
INDIAN COMMERCE & INDUSTRIES CO LTD Tel: 91-44-5231477 Fax: 91-44-5228833 Email: beehive@earthling.net.in	Steel structures, silos, ductings, transmission line tower components, Pre-fabricated steel buildings; Design & detailing of structures & tankages; Project management of steel construction contracts; Castings; Tankages
INTERNATIONAL COMBUSTION INDIA LTD Tel: 91-33-2457522 / 24, 2261732 / 1734 / 2293 / 6508 Fax: 91-33-2493713 Email: intcomc2@giascl01.vsnl.net.in	Mineral grinding plants; Bulk material handling equipment; Chemical & slurry pumps; Geared motors & electric motors; Rubber & polyurethane screen decks & liners; Mining haulages; Gear boxes; Hot air generator, air classifier;

	Vibratory screens & sizers, vibrators
INTERNATIONAL PRINT-O-PAC LTD Tel: 91-11-6466243 / 46 Fax: 91-11-6445483 Email: delaac31@giasdl01.vsnl.net.in	Cartons & lables, printing
INTERNATIONAL TRACTORS LTD Tel: 91-1882-60062, 22625 Fax: 91-1882-22756, 24376 Email: lachman@del2.vsnl.net.in	Tractors
INVESTMENT & PRECISION CASTINGS LTD Tel: 91-278-445883 Fax: 91-278-446708, 448709 Email: direct1@ipcl-cast.com	Ferrous investment castings; Non ferrous investment castings
JOHN FOWLER (INDIA) LTD Tel: 91-80-5530026 to 28 Fax: 91-80-5533228 Email: jfil@vsnl.com	Tobacco processing machinery & accessory; Agricultural machinery; Industrial oil filters; Filters & filter elements for internal combustion, engines & industrial filters
JYOTI STRUCTURES LTD Tel: 91-22-6915000 Fax: 91-22-6915014 / 15 Email: ykripalani@jyotisttructures.com	Transmission line towers, sub station structures, windmill towers, microwave towers, antenna towers; Tower testing; Turnkey construction; Engineering consultancy
KAPS ENGINEERS Tel: 91-22-5784299, 5781933 Fax: 91-22-5785741 Email: vmsrehls@bom4.vsnl.net.in	Industrial equipment; Application solutions to powdering needs; Size reduction equipments & systems; Air pollution control equipments
KATLAX ENTERPRISES PVT LTD Tel: 91-79-6461991 / 646, 6854693, 6851521 Fax: 91-79-6464719 (W), 6853978 Email: katlax@wilnetonline.net	Proximity sensors/switches inductive, capacitive, photo temperature, yarn magnetic etc, transducers: Temp current, pressure displacement, valocity etc, instrument control for all types of machine appliances; Program logic control (PLC); Voltage limiter & suppressors, thermister rely unit, RFI/EMI, power line filter, protection relay card; Power supply A/c to D/c; Display monitoring equipments & integrated instruments control for automation
KEC INTERNATIONAL LTD Tel: 91-22-8204045 Fax: 91-22-8204107 Email: chandakrd@bom.kecprgmail.com	Transmission line towers, transmission line fittings and hardware; Overall project management of turnkey construction of extra high voltage transmission lines, including design

	and supply of ACSR, insulators, OPGW and other line materials
KERALA AGRO MACHINERY CORPORATION LTD Tel: 91-484-474301 to 05 Fax: 91-484-474589 Email: kamco@satyam.net.in	Diesel power tiller, power reaper, diesel engine (9 HP); Paddy transplanter, combine harvester
KU SODALAMUTHU & CO PVT LTD Tel: 91-422-441223, 438346 Fax: 91-422-431279 Email: sodatech@vsnl.com	Plant & machinery for production of paper cones, cores tubes, composite cans, fibre drums, edge protectors & pulp moulded products & mini paper mill
KUTCH SALT & ALLIED INDUSTRIES LTD (THE) Tel: 91-22-2048272 Fax: 91-22-2047297 Email: sksomaiya@somaiya.com	Marine salt (industrial & edible grade); Industrial salt
LAGAN JUTE MACHINERY COMPANY LTD (THE) Tel: 91-33-2299665 / 66 / 67 Fax: 91-33-2492169 Email: lagan@laganjute.com	Manufacturer, technical support, project consulting
LAKSHMI CARD CLOTHING MFG CO LTD Tel: 91-422-210205 Fax: 91-422-216694 Email: lakscard@md3.vsnl.net.in	Metallic Card Clothing, Flat Tops, Lickerin Wire, Stripping Fillets, C-Cleaners, Card Room Accessories; Radio Frequency Dryer, Hydro Extractor
LOHIA STARLINGER LTD Tel: 91-512-691221 (7 lines) Fax: 91-512-691249, 682205, 91-5112-82205 Email: mdo@lohiagroup.com, lsl@lw1.vsnl.net.in	Tape extrusion lines; Circular Weaving m/c; Textile Machinery
MANN ELECTRONICS Tel: 91-744-425779, 429680 Fax: 91-744-429680 Email: mannell@jp1.dot.net.in	Slide switches, Hook switches, Rca jacks, IEC & DC sockets, Terminals & connectors; Sheet metal, Moulded & draw component as per drg; Press tools & jigs; Machining job work; Moulds
MC MOWJEE & CO PVT LTD Tel: 91-33-2352701, 2215896 Fax: 91-33-2357060, 4001373 Email: mowjee@hotmail.com	Builders, hardware (hinges, tower bolts, door bolts, locking bolts, hasps & staples, door handles, etc
McNALLY BHARAT ENGINEERING CO LTD Tel: 91-33-2478611, 2403479,	Coal; Uranium and thorium ores; Iron ore; Other mining & quarrying; Fabricated metal products; Special

2800810 Fax: 91-33-2402086, 2802707 Email: mbecal@gncal-mbecal.globalnet.ems.vsnl.net.in	purpose machinery; Electricity & control apparatus; Recycling; Construction; Turnkey contracting in bulk material handling & processing plants; Basic Metals; Sewage & refuse disposal; Lignite; Non ferrous metal ores
MEDICOM SOLUTIONS (P) LTD Tel: 91-80-8520230 Fax: 91-80-8520231 Email: bangalore@medicomsoft.com	Medicom- Enterprise health information system, Hospital information system, Enterprise clinical information system, Enterprise clinical support system
MERCANTILE & INDUSTRIAL DEVELOPMENT CO LTD Tel: 91-22-4093358 Fax: 91-22-4093572 Email:	Control systems for petroleum retailing application; Petrol/diesel dispensing pump; Auto LPG installation
METRO APPLIANCES LTD Tel: 91-11-6219097 / 98, 6448242 / 48 Fax: 91-11-6215113 Email: metrodli@del2.vsnl.net.in	Ceiling fans, Table fans, Ventilating fans, Pedestal fans, Wall fans; Induction cooking system; Sewing machines; Compact fluorescence lamp
MIL INDUSTRIES LTD Tel: 91-44-6258382 Fax: 91-44-6257583 Email: milindus@md2.vsnl.net.in	Rubber sheets; Rubberlined cell components; PTFE lined pipes & fittings, PTFE expansion joints; Rubberlining of tanks, equipments, pipes & fittings; Adhesive, thinner curing agent
MITCON PVT LTD Tel: 91-80-2221618 Fax: 91-80-2221596 Email: mitcon@vsnl.com	Engineering & project consultancy
MOHAN PAPER MOULDINGS PVT LTD Tel: 91-172-731406 Fax: 91-172-575043, 731689 Email: mfpl.chd@rmp.sril.in	Paper pulp modular products
MULTI OVERSEAS (I) PVT LTD Tel: 91-172-574350, 584350 Fax: 91-172-581692 Email: deltanps@ch1.dot.net.in	UPS
NEPTUNE INFORMATION SOLUTIONS LTD Tel: 91-124-6346133 / 34, 6349698 / 99 Fax: Email: contact@nisl.com	Turnkey Solutions; Onsite Consulting; Education & Training; Enterprise Solutions Services; Dream House; Liberty Bell; Trident - ERP
NICHOLAS PIRAMAL INDIA LTD	Cardio Vascular System; Central

<p>Tel: 91-22-5343508/09  Fax: 91-22-5348834  Email:  vbparanjpe@nicholaspiramal.co.in</p>	<p>Nervous System; Diabetes;  Nutraceuticals; Anti Infectives; Non Steroidal Anti Inflammatory Drugs; Oncology; Anti Materials, Respiratory, Gastro Intestinal Hospital Products and Diagnostics</p>
<p>PESHAWAR SOAP &amp; CHEMICALS LTD  Tel: 91-124-6373060 / 61, 6372866 / 967  Fax: 91-124-6373059, 6372963  Email: pesco@nda.vsnl.net.in</p>	<p>Laundry / toilet soap &amp; allied products</p>
<p>PIAGGIO VEHICLES PVT LTD  Tel: 91-20-4013150 to 53  Fax: 91-20-6111546, 4013157  Email: p.jain@pn.pgvl.com</p>	<p>Three wheeled passenger &amp; cargo vehicles</p>
<p>POLAR PHARMA INDIA LTD  Tel: 91-33-2297124 to 27  Fax: 91-33-2494198  Email:  polarltx@polarcondoms.com,polarlatex@satyam.net.in</p>	<p>Contraceptives (male condoms)</p>
<p>POLYMERMANN (ASIA) PVT LTD  Tel: 91-22-6366252 (5 lines)  Fax: 91-22-6367010  Email:  polymer.replexp@gems.vsnl.net.in</p>	<p>System for application like casting, encapsulation, coating etc;  Polyurethane systems, formulated polyol modified MDI/TDI, UREPAN system for rigid foam-appliance industry, construction industry, transportation industry, flexible foam-auto industry, furniture industry  URECAST/UREKOT</p>
<p>PRAJ INDUSTRIES LTD  Tel: 91-2139-52214, 51511  Fax: 91-2139-51718, 51515  Email: info@praj.net</p>	<p>Plant &amp; equipment for brewery, distillery, fruit processing, bio-pharma, dairy, chemicals, food &amp; other sectors; Engineering and fabrication services for process machinery</p>
<p>PRIYA CHEMICALS  Tel: 91-22-4449379, 4460419 / 20  Fax: 91-22-4449459  Email: angle@bom2.vsnl.net.in</p>	<p>Amino acids, amino acid based products</p>
<p>PTR ENGG SERVICES  Tel: 91-44-3740550  Fax: 91-44-8571201, 3742090  Email: ptrengg@vsnl.net</p>	<p>Finned tubes; System design: drying systems, heating systems, dust collection, ventilation, fuel oil handling; Hot air heater, deaerator, steam accumulator, fired heater, autoclave</p>
<p>PYGRA EQUIPMENTS</p>	<p>Kerosene stoves</p>

<p>Tel: 91-484-453285, 455654  Fax: 91-484-456585  Email: hotmate@satyam.net.in</p>	
<p>RAAJRATNA METAL INDUSTRIES LTD  Tel: 91-79-7543681 to 84  Fax: 91-79-7543085  Email: raajratna@raajratna.com</p>	<p>Stainless steel bright bars</p>
<p>RECORDERS &amp; MEDICARE SYSTEMS  Tel: 91-172-658701 to 5  Fax: 91-172-653415  Email: helpdesk@rmsindia.com</p>	<p>Medical equipments - instruments - treadmill / exercise stress test system, ECG, digital EEG, spirometer, EEG (regular), polygraph, ENG, ECT, lie detector, EMG</p>
<p>RITES LTD  Tel: 91-11-3312903  Fax: 91-11-3315286  Email: info@rites.com</p>	<p>Rolling stock &amp; railway spares</p>
<p>RPG ENTERPRISES LTD  Tel: 91-33-2208948/ 9281/ 2254861/0163  Fax: 91-33-2481614, 2256790  Email: sgoenka@rpgnet.com</p>	<p>Power &amp; power transmission; Rubber; Tyres; Communications and IT; Financial services; Life sciences; Retail stores</p>
<p>SACHDEVA INDUSTRIES  Tel: 91-11-3714953, 3321852 / 53  Fax: 91-11-3711245  Email: sachind@nda.vsnl.net.in</p>	<p>Electricity apparatus; Insulated wires; Other electrical equipment; Telephone cables; Metal waste &amp; scrap; O H conductors for railways</p>
<p>SAURASHTRA TIN &amp; METAL INDUSTRIES  Tel: 91-281-387819 (3 Lines)  Fax: 91-281-387818  Email: business@saralgroup.com</p>	<p>Kerosene stove; Pressure cooker; Steel metal components</p>
<p>SCORPIO ENGINEERING PVT LTD  Tel: 91-80-5484733, 5484508  Fax: 91-80-5485119  Email: scorpioengg@vsnl.com</p>	<p>Aero mechanical conveyers, air collers, air sliders, bag dump hoppers, bag filters, bin vent vilters, big bag unloaders, big bag fillers, bin dischargers, bulk tankers (vessels), bag slitters (automatic), bin-flo pads; Double dump valves, Centop valves, disc valves, fill vent valves, rotary valves, silo relief valves, sweep valves; Pinch valves pellet cleaners, screw feeders, slide gates, slide plate dividers, sight lasses, silos &amp; hoppers (mass flow), sleeve couplings, spiral conveyers, ship unloaders, telescopic loading spouts; Target boxes, venturi</p>

	eductors, vertiveyors, vibrating/reciprocating screens, vent socks, vacuum lifters, Y diverters; Bulk tankers (vessels); Control panels-PLC based; Pneumatic conveying systems
SEPTU (INDIA) PVT LTD Tel: 91-124-6371354, 6373010 / 11 Fax: 91-124-6322997 Email: septu@del3.vsnl.net.in,septu@vsnl.com	Engineering items equipments for agricultural plants; Consultancy, turnkey project handling; Manufacturing of ultrafine mill (micronizer) for grinding minerals, vegetable and chemicals; Engineering items and equipment for chemical and pharmaceutical plants
SHAKTI WELDMESH INDUSTRIES LTD Tel: 91-172-212594, 213478, 213094 Fax: 91-172-211276 Email: shakti@glide.net.in	Welded steel wire mesh
SHASHI CABLES LTD Tel: 91-522-224831, 237461 Fax: 91-522-237461 Email: scl2@satyam.net.in	Wires, cables; Aluminium conductor
SHIV DIAL SUD & SONS Tel: 91-171-699537, 699297 Fax: 91-171-699154, 699637 Email: shivsons@vsnl.com	Instruments and appliances; Optical instruments
SIDDHACHALAM EXPORTS PVT LTD Tel: 91-11-5409829 / 8918, 9811164045 Fax: 91-11-5147266 Email: siddha@del3.vsnl.net.in	Wearing apparel; Furniture; Chartered flights; Air-ticketing (International); Computer software; Market research, business & management; Computer hardware; Cargo (Air & sea)
SIEMENS METERING LTD Tel: 91-33-467 0007/7087/7226 Fax: 91-33-467 7400 Email: arindam@gncal-landisgvr.global.net.in	Energy meter
SKYMAX LABORATORIES PVT LTD Tel: 91-2827-87272, 87350, 87315 Fax: 91-2827-87272 Email: info@skymaxindia.com	Pharmaceutical formulation
SSP LTD Tel: 91-129-5277730, 5275441 Fax: 91-129-5277441 Email: sspgroup@del2.vsnl.net.in	Spray dryer; Evaporator; SC-20 & SC-200
STEELAGE INDUSTRIES LTD Tel: 91-22-3738961 / 62 / 63, 374 8109 / 10	Fire resisting products; Fire extinguishers; Design, Installation and commissioning of fire protection



<p>Fax: 91-22-3739305  Email:  steelage@vsnl.com, rraghupati@steel  ge.co.in</p>	<p>systems; Bank security hardware</p>
<p>STERLING FARM RESEARCH &amp;  SERVICES PVT LTD  Tel: 91-484-380618 / 634  Fax: 91-484-371308  Email: sterfarm@md4.vsnl.net.in</p>	<p>Agro inputs (Agriculture)</p>
<p>STONE MACHINES &amp; CASTINGS LTD  Tel: 91-291-741221 / 421 / 621  Fax: 91-291-741721  Email: rugejd@del3.vsnl.net.in</p>	<p>Gery iron castings; Stone working m/c</p>
<p>STRIDES ARCOLAB LTD  Tel: 91-80-6581343 / 44 / 46, 6580342  Fax: 91-80-6583538 / 4330  Email: strides@satyam.net.in</p>	<p>Speciality chemicals; Pharmaceutical  formulations; Nutritions</p>
<p>SUPREME PLASTICIZERS  Tel: 91-821-582907, 582934  Fax: 91-821-582015  Email: supremeplast@hotmail.com</p>	<p>Dimethyl phthalate, diethyl phthalate,  dibutyl phthalate</p>
<p>SWIFTS LTD  Tel: 91-22-4301342  Fax: 91-22-4379863  Email: swifts@giasbm01.vsnl.net.in</p>	<p>Offset printing machine; Table top  offset printing machine; Seiki digital  duplicators</p>
<p>TATA SSL LTD  Tel: 91-22-8055136 (D), 8050421 /  1500 Extn 201  Fax: 91-22-8055136, 8642517  Email: nimop@tatawire.com</p>	<p>Non alloy steel wires coated &amp; plain,  standard wires, stainless steel wires &amp;  wire rods</p>
<p>THERMAX LTD  Tel: 91-20-5512122, (DID) 5512263  Fax: 91-20-5511226 (Central),  5511268 (Direct)  Email: aaga@thermaxindia.com</p>	<p>Industrial heat generation &amp; heat  recovery equipment, thermic fluid  heaters; Project feasibility studies,  energy management &amp; performance  contracting services, system  engineering for cogeneration plants;  Water &amp; waste treatment plants;  Boilers; Air pollution control equipment;  Resins for water treatment;  Incinerators; Vapour absorption heat  pumps; Vapour absorption refrigeration  systems; Computer software services</p>
<p>THIAGARAJAR MILLS LTD  Tel: 91-452-482595/ 482374  Fax: 91-452-482590 / 51  Email: tmil@giasmd01.vsnl.net.in,</p>	<p>Cotton yarn &amp; fabrics</p>

ceo@tmills.com	
TORRENT PHARMACEUTICALS LTD Tel: 91-79-6585090, 65853060 Fax: 91-79-6589278 Email: ashok.modi@torrent.sprintsmx.ems.vsnl.net.in	Pharmaceutical Products
TRANSFORMERS & ELECTRICALS KERALA LTD Tel: 91-484-452251 / 52 / 53 Fax: 91-484-452873 / 363 Email: telk@vsnl.com,telk.chn@rmi.sprintrpg.ems.vsnl.net.in	Electric motors; Other electrical equipment nec; Generators; Transformers
TRIVENI GLASS LTD Tel: 91-532-600325 / 345 / 347 / 364 Fax: 91-532-600450 Email: tglalldmkt@triveniglassltd.com	Float glass, sheet glass, figured glass, mirrors, neutral glass tube
TURBO ENGINEERS (CBE) Tel: 91-422-230407, 231798, 237149 Fax: 91-422-230407 Email: bpm@eth.net.in	Belt conveyor, screw conveyor, bucket elevator, cast basalt wear resistant plates, pipes, all chain conveyors; Prevention of corrosion, erosion, abrasion & wear; Power plant spares; Pollution control equipment; Cement plants spares
USHA BELTRON LTD Tel: Fax: Email: ublcal@ushamartin.co.in	Telecommunication cables
VIJAYANT CONSULTANTS Tel: 91-79-6401461 / 62, 6440650 Fax: 91-79-6401460 Email: consult@vijayant.com	Management consultancy; Project Consultancy; Advertising strategy & planning; Management & project consultancy for manufacturing units; Project consultancy services for electricity, gas & water supply; Project consultancy services for construction; Consultancy services for financial intermediation; Consultancy services for non conventional & renewable sources of energy
VST TILLERS TRACTORS LTD Tel: 91-80-8511182, 8510805 to 7 Fax: 91-80-8510221 Email: vstgen@vstlhq.com	Power tiller, tractor; Diesel engine
VWF INDUSTRIES LTD Tel: 91-821-582247	Tungston filaments, tungston wires, molybdenum wires

<p>Fax: 91-821-582427 Email: vwf@giasbg01.vsnl.net.in</p>	
<p>WARM STREAM Tel: 91-2692-31316, 32309 Fax: 91-2692-36478 Email: warm.stream@gnahd.global.net.in</p>	<p>General purpose machinery; Special purpose machinery; Domestic appliances n e c</p>
<p>WEBFIL LTD Tel: 91-33-2428210 / 8550 / 1335 Fax: 91-33-2421087, 2421335 Email: webfil@vsnl.com</p>	<p>Trenching, laying, joining, splicing etc of fibre optic cable, installation &amp; commissioning of telecom transmission equipment, turnkey contract for private telecom network; Installation &amp; implementation of custom built turnkey information technology projects, implementation of municipal &amp; co-operative banking software; Tungsten filaments for GLS lamps &amp; cathodes for fluorescent tubes; Universal fail safe interface for signalling of block instruments for the railways; Optical line terminating equipment (OLTE), drop insert type primary multiplexure, digital microwave radio equipment</p>
<p>WEIKFIELD PRODUCTS CO (I) PVT LTD Tel: 91-20-6680111 / 12 Fax: 91-20-6680380 Email: weikfield.international@wmi.co.in</p>	<p>Growing of mushrooms; Processing of brinjals, mango; Other food products: baking powder, veg jelly crystals, ice cream mix, drinking chocolate, icing sugar; Beverages: organic tea</p>
<p>WELDOR ENGINEERING PVT LTD Tel: 91-281-360242 / 43 / 44 Fax: 91-281-360466 Email: weldor@weldor.com</p>	<p>Machinery &amp; equipment NEC hydraulic/mechanical NC/CNC &amp; non CNC press brake, guillotine shearing power press &amp; perforating machine</p>
<p>WESMAN ENGINEERING CO LTD (THE) Tel: 91-33-2405320, 2816406 Fax: 91-33-2478050, 2816402 Email: mailbox@wesman.com,rajan@wesman.com</p>	<p>Spares for industrial furnances, foundry equipment and sand plants; Industrial furnances, Sand plants and Combustion Equipment; Technical consultancy services on projects relating to industrial furnance, Foundry equipment and combustion equipment; Foundry equipment</p>
<p>WESTERN INDIA CASHEW CO Tel: 91-474-741562, 746129 Fax: 91-474-742792 Email: hari@indiancashews.com</p>	<p>Cashew bits &amp; pieces (food ingredient); Cashew kernels, roasted &amp; salted cashews</p>
<p>WIRES &amp; FABRIKS (S A) LTD</p>	<p>Chemicals for paper making; (Copper</p>

<p>Tel: 91-141-340117, 341722          Fax: 91-141-340689, 340078          Email: info@wirefabrik.com</p>	<p>alloy) EDM wire; Filter fabrics; Paper machine clothing</p>
<p>WOCKHARDT LTD          Tel: 91-22-6534444          Fax: 91-22-6534242          Email: knarayan@wockhardt.in.com</p>	<p>Captopril; D-oxyphene base; Dextropropoxyphene napsylate; Dextropropoxyphene HCL; Dextromethorphan hydrobromide; Dimethylamine HCL; Disodium pamoate; Vitamin B 12; Pain &amp; inflammation drugs; Cortico steroids; Anti-infectives; Cough preperations; Antiseptics; Vaccines; Neuro psychiatric drugs, vitamins &amp; nutrients, nutrition products, anaesthetics; Super speciality hospitals: Wockhardt hospital &amp; heart institute, Bangalore; Wockhardt hospital &amp; kidney institute, Calcutta; Fluid therapy</p>
<p>YASH PAPERS LTD          Tel: 91-5278-58777, 58589          Fax: 91-5278-58062          Email: info@yash-papers.com</p>	<p>Mg Kraft paper of 32 to 120 gsm both ribbed and plain in reel and sheet</p>
<p>YUKEN INDIA LTD          Tel: 91-80-8452069          Fax: 91-80-84522618452069          Email: yuken@vsnl.com,          cp_rangachar@yukenindia.com</p>	<p>Grey iron castings, spheroidal graphite iron castings; Pump, valves, power units, cylinders</p>

For more detailed information, please see CII web site : [www.ciionline.org](http://www.ciionline.org)

## Summary and Conclusions

Relations between India and Cote d'Ivoire have been cordial. The Indian Mission in Abidjan was opened in 1979. Cote d'Ivoire's Ambassador in Moscow is currently accredited to India. Mr. V P Punj is Cote d'Ivoire Hony. Consul in New Delhi with the authority to grant visas.

While trade between India and Cote d'Ivoire has picked up, there is no economic cooperation except for technical assistance provided under the ITEC programme. The Indian community in Cote d'Ivoire comprises of businessmen , professionals in NRI owned trading and manufacturing companies.

The companies listed above have shown their interest in doing business with Cote d'Ivoire. There are number of companies in various sectors which are not listed but they are also seeing to do business with Cote d'Ivoire in terms of Joint Venture / Marketing arrangements for their products in Cote d'Ivoire, or looking for a suitable business partners in Cote d'Ivoire. There are companies in India who have sound technology and are willing to sell their plants and machinery, they will also provide training on the machinery to Ivorian's so that they can be fully conversant with the machinaries in use.

CII feels that there is immense potential in Cote d'Ivoire for Indian investment in the following sectors:

- a. Agriculture and agro-processing industries
  - Mechanical equipment, processing units, technology transfer
- b. Machine tools - Textile, timber processing, glass
- c. Telecommunication
- d. Small scale industry
- e. Generic pharmaceutical products
- f. Oil and gas - Plastics, petroleum products, Fertilisers

We also recommend the following Indian products with good import potential in Cote d'Ivoire:

1. Pharmaceuticals
2. Automobile and agricultural equipment
3. Machines, mechanical apparatus and engines for air-conditioners, refrigeration equipment, computers and peripheral equipment
4. Agricultural chemicals

Indian companies are very keen to explore their business linkages in Cote d'Ivoire and are looking for business partners for Joint Ventures, they are also willing to make investments so that they can expand their business into the vast US market on a duty-free, quota-free basis.

Notwithstanding the vast resources – in terms of people and material, both India and Côte d'Ivoire have daunting problems of management of economy in the days of globalisation – the need on the one hand for local solutions, low cost consumer goods particularly for the semi urban and rural population, the need for employment generation, local value addition and on the other hand promoting exports to earn foreign exchange for essential imports.

India is considered as a Role Model in Agriculture – The Indian Green Revolution has made it possible to convert our country from a food importer to a food exporter. Côte d'Ivoire has the required resources to do the same. The blending of Indian Technology with local skills can open up immense opportunities in this sector.

In the field of Rural Development Technology, India has simple, but extremely cost effective Rural Industries. Some of these could perhaps be adapted to suit the requirements of Côte d'Ivoire.

SMEs are the solutions for meeting the industrial aspirations of Nations with small populations. While the natural resources of these countries lend themselves to the setting up of SMEs, there is a need for creating the first generation entrepreneur through counselling, training and skill transfer.

Healthcare sector is another key area where the two countries can work together. Indian drugs and pharmaceuticals are now exported to a number of countries including Europe.

Ivorian businessmen should take advantage of Indian capabilities and technological know how, which are relevant to upgrade Cote d'Ivoire economic environment and generate employment for a large section.

## CII AND COTE D'IVOIRE

The first Exim Bank and CII delegation visited Cote d'Ivoire in May 1998 when an Indo-Ivoirian Economic and Commercial Promotion Day was organised by the Indian Mission in collaboration with Ivorian Ministry of Commerce and CEPICI. On the sidelines of joint EXIM Bank and CII delegation second visited to Cote d'Ivoire in February 2000 an Institutional agreement was signed between CII and CEPICI.

CII organised an interactive session with H E Mr. Pascal AFFI N'GUESSAN, Honourable Prime Minister of Côte d'Ivoire at New Delhi and Mumbai from 14-18 January 2002. Mr. Alain COCAUTREY- Minister for Industry and Private Sector, Mr. Alphonse DOUATY- Minister for Agriculture and Animal Husbandry, Mr. SERY BAILLY –Minister, Department of Education and Scientific Research, Mr. \*KOFFI KOFFI LAZARE – Minister for Youth and Vocational Training and H E Mr. Jean Claude KALOU Ambassador of Côte d'Ivoire in Russia and India and other business delegates accompanied the Prime Ministers delegation.

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**CII**

**&**

**AFRICA**

## CII & Africa

### CII Africa Committee

CII in the last few years has been giving special focus to promoting Economic, Industrial and trade relations between India and countries of Africa, for which CII has an Africa Committee. The Africa Committee is represented by Indian companies with business interest in Africa, key policy makers and academia. The Committee provides guidance and directions to CII's Africa related initiatives. The Committee identifies issues of concern and evolves suitable policy recommendations in doing business with African market. It also evolve guidelines and check lists for different forms of industrial cooperation.

### International Partners

With the objective of facilitating exchange of information, people and skills CII has signed MoU's with 30 counterpart organisations in 17 African Countries. The countries with whom CII has such Institutional Linkages are : Burkina Faso; Congo; Cote d'Ivoire; Ethiopia; Ghana; Kenya; Malawi; Mauritius; Namibia; Nigeria; Rwanda; Senegal; South Africa; Tanzania; Uganda; Zambia and Zimbabwe.

CII's International Partners work closely to draw out a bilateral and regional agenda.

### **CII's Johannesburg Office.**

CII opened its overseas office in Johannesburg in 1998 and since then the office has been assisting Indian industry to identify partners in South Africa and vice versa.

The CII – Johannesburg office works very closely with Industry Associations, South African Government, South African Business Leaders, Provincial organisations, Trade and Investment Agencies and Indian High Commission / Consulates in South Africa and other southern African Countries (SADC).

### **“Made in India” Shows**

Since 1995, CII has regularly been organising “Made in India” shows and Small/Industry focussed “Enterprise Shows”. These shows project capabilities of Indian Industry and what it could offer to African Industry / markets :

- Products
- Services
- Consultancy
- Technologies
- Equipments

### **Made in India's held so far**

- Mauritius (1995 & 1997)
- Kenya (1996)
- South Africa (1999 & 2001)
- Tanzania (1999)

### **“Enterprise” Show :**

These shows project the enormous potential that the Indian SME's represent as a reliable source for world class products and technologies at competitive prices.

Shows held so far in Africa :

- Enterprise 2000 (Durban)
- Enterprise 2001 (Durban)
- Enterprise 2001 (Windhoek)

### **Industrial Missions to Africa**

CII has been organising various Trade and Investment Promotion Missions to Africa. Some of the key sectors which have been focussed on during these missions include :

- Infrastructure
- Mining
- Defence
- SMEs
- IT
- Food Processing
- Auto Components

### **Business Delegations from Africa**

CII Africa Desk coordinates the visits of Business delegations from countries in the region and has hosted a number of Heads of Governments/States as well as leading dignitaries from industry organizations, financial institutions, Trade & Investment Promotion agencies. CII invites business delegations to participate in

CII Exhibitions and other international events, organises one to one business meetings, buyer-seller meets, plant/factory visits etc for such delegations.

### **Seminars / Conferences**

Apart from receiving and sending delegations CII also organises Seminars/Conferences to create awareness on the market potential, opportunities, issues of concerns etc. CII also works very closely with credit rating agencies such as Export Credit & Guarantee Corporation of India as well as funding agencies like African Development Bank, East African Development Bank, PTA Bank and Exim Bank of India for assisting Indian industry to access the African markets.

### **Networking with International Organisations & multilateral agencies**

Investment promotion from India to Africa is one of key agenda for CII Africa Committee. Over the last few years CII has been working with a number of International agencies such as UNIDO, UNDP, AAITPC and ICAMT in developing programmes for promoting Indo-Africa Economic Cooperations.

### **VVIPs Met**

CII has had privilege and honour of hosting a number of heads of State/Government during their visits to India.

Some of them are :

- H E Mr. Abdou Diouf, President of Senegal in 1997
- H E Dr. Nelson Mandela, President of the Republic of South Africa in 1997
- H E Dr. Sam Nujoma, President of Namibia in 1997 and in 1999
- H E Mr. Blaise Compoare, President of Burkina Faso in 1997

- H E Mr. Cassam Uteem, President of Mauritius in 1997
- H E Mr. Benjamin Mkapa, President of Tanzania in 1999
- H E Gen. Olusegun Obasanjo, President of Nigeria in 2000
- Rt. Hon. Sir. Anerood Jugnauth, Prime Minister of Mauritius in January 2001
- H E Mr. Abdelaziz Bouteflika, President of People's Democratic Republic of Algeria in January 2001
- H E Mr. Cassam Uteem, President of Mauritius in January 2002
- H E Mr Pascal Affi N'Guessan, Prime Minister of Cote d'Ivoire in January 2002 and
- H E Mr. John A Kufuor, President of Ghana in August 2002.

### **Special Projects**

#### a) Industrial Services Training Programme (ISTP)

CII and Ministry of External Affairs-Technical Cooperation Division, Government of India had jointly organised first ISTP from 1 – 14 August 1999 at New Delhi and Mumbai. 15 participants from 11 African countries (Burkina Faso, Ghana, Malawi, Mauritius, Namibia, Rwanda, Seychelles, Tanzania, South Africa, Uganda and Zambia) participated from various chambers / industrial associations.

Focus of two week training on :

- How to meet industry expectations –
- Enhancing efficiency & competitiveness of Industry
- Market promotion
- Industry – Government Partnership
- Developing International Linkages
- Developing Media Relations

After the success of first ISTP, CII is keen to organise second ISTP for staff of apex chambers of commerce or industrial association in six months at New Delhi and Mumbai for African Chambers / Industrial Association jointly with the support from Ministry of External Affairs, Government of India. A proposal for the same has been submitted to Joint Secretary (Africa, Ministry of External Affairs with a copy to Mr. Emmanuel Barwa, Joint Secretary (Technical Co-operation), Ministry of External Affairs.

- b) CII with the support of International Centre for Advancement of Manufacturing Technology (ICAMT) of UNIDO (United Nations Industrial Development Organisation.) had undertaken a Pilot Project in 1999-2000. Keeping in view the need of the African Entrepreneur / Potential Partner and possible interest of Indian companies, in developing industrial and trade linkages with Africa, this Pilot Project covered 5 countries in first phase namely Kenya, Tanzania, Uganda, Ethiopia and Malawi.

The underlying objective of this project were to meet the needs of both the Indian and the African entrepreneurs – of finding a reliable partner, create mutual understanding, trust and confidence which may lead to long term business relationship for mutual advantage.

### **Africa e-Newsletter**

A bi-weekly electronic Newsletter on Africa is widely circulated to Indian Industry, CII's International partners in Africa, Indian Missions in Africa, African Missions in India, Export Promotion Councils in India, key policy makers in India and Africa. The main objective of the Newsletter is to provide information on Africa, opportunities that exists for cooperation and the latest happenings in the region.

## CII's Sectoral Focus

Keeping in view that Indian products and technologies are appropriate, relevant, cost effective and therefore would find a natural fit in African countries, CII has identified a number of areas in which Indian industry is keen to partner with African Businesses. They are :

- Agro Processing and Agricultural Equipment
- Food Processing and Packaging
- Healthcare & Pharmaceutical Products
- Information Technology – Hardware Supplies and Software Development & Training
- Engineering Goods & Machine Tools
- Transport Equipment and Ancillaries
- Textiles & Garments
- Micro Enterprise Development

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