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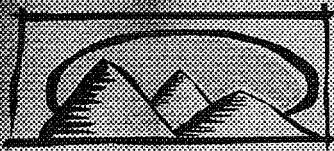
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**NEW HORIZONS**

Discover India's most  
promising markets

# Final Report

N D I A R S

September 17 1998

HMS President (1918)  
Victoria Embankment,  
London EC4Y 0HJ

**dti**

Department of Trade and Industry

**nimt.eich**

# NEW HORIZONS INDIA 98

HMS President (1918), September 17 1998

## Introduction

This event was organised by Nimtech in response to a request from UNIDO to create and deliver an event in London to stimulate interest in UNIDO's India Intechmart due to take place in December 1998. The event, which took the form of a one-day seminar, took place on HMS President on 17<sup>th</sup> September 1998.

## The Event

Nimtech undertook all the activities necessary to ensure a high quality event. In summary, the work included:

- Detailed liaison at all stages with UNIDO, the UK Department of Trade and Industry, and the members of the Gujarat delegation
- Negotiations with the DTI with regard to financial support for the event (covering the cost of the venue and catering)
- Examination of possible venues and advising on final choice
- Negotiations with the venue to establish satisfactory financial terms
- Development of the programme for the event
- Development of a suitable fax-back promotional document for establishing initial interest
- Development of sales letter
- Design and printing of full-colour promotional document
- Database development
- Mailshot of promotional document to UK companies
- Extensive telemarketing to convert initial interest into firm booking
- Accompanying PR to maximise interest in the event
- Matchmaking of participating UK companies to Gujarat delegates to maximise the benefit of the one-to-one meetings on the afternoon of the event
- Courtesy calls to UK participants to ensure good turn-out on the day
- Contractual arrangements with theming company to dress the venue
- Contractual arrangements with staging contractor to provide stage, backdrop
- Collation and design of presentation slides
- Provision of speaker (Mr Paul Richardson) on the Intechmart mission plans
- All arrangements on the day, including receiving delegates, issues of lapel badges, general assistance to delegates etc.
- Design and production of event questionnaire
- Analysis of questionnaire results
- Production of final report

## Documentation

A full set of the documentation produced for the event is enclosed with this report.

# Delegate Questionnaires

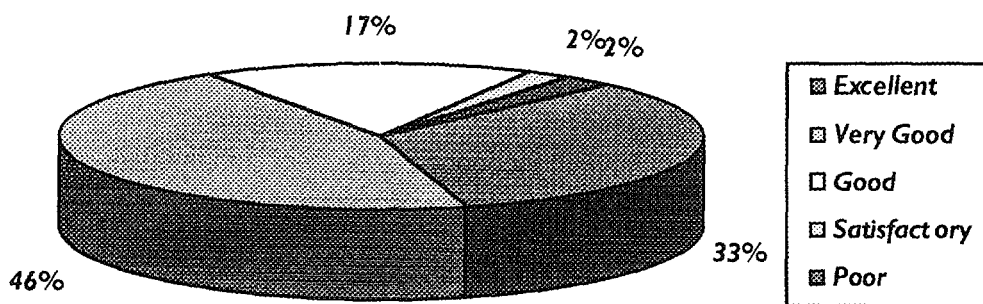
A total of 42 delegates handed in questionnaires.

**Question 1:**  
**What did you think of the event?**

### Booking arrangements

A total of 42 delegates responded.

Excellent	14
Very Good	19
Good	7
Satisfactory	1
Poor	1

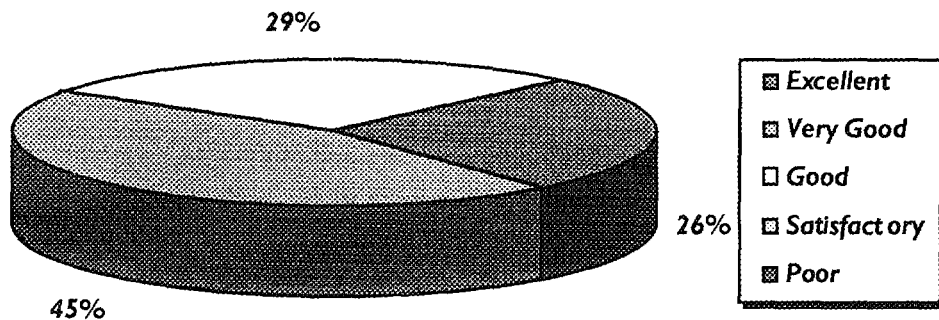


96% of delegates felt that the event was within the range 'excellent' to 'good', which is very good indeed for an event of this nature.

### Organisation on the day

A total of 42 delegates responded.

Excellent	11
Very Good	19
Good	12
Satisfactory	0
Poor	0

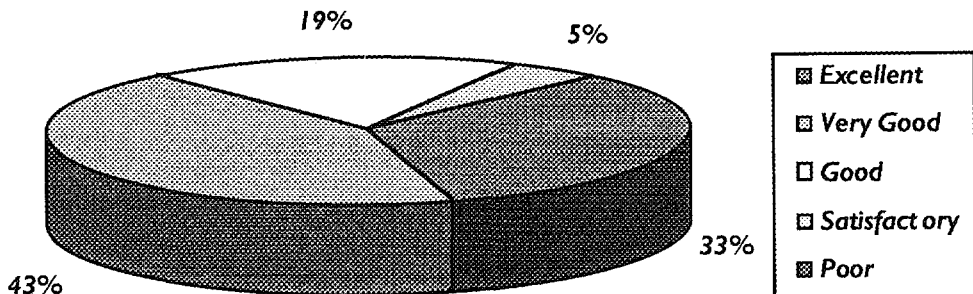


100% of delegates felt that the standard of organisation was within the range 'excellent' to 'good', and 71% thought it was either 'excellent' or 'very good'. This is a very pleasing response.

### Venue

A total of 42 delegates responded.

Excellent	14
Very Good	18
Good	8
Satisfactory	2
Poor	0

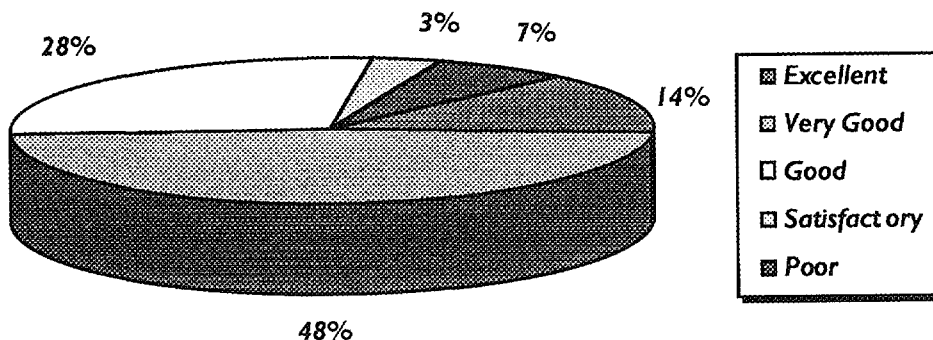


100% of delegates felt that the venue was within the range 'excellent' to 'satisfactory', and 76% thought it was either 'excellent' or 'very good'. As organisers, we are particularly pleased with this response as HMS was an unusual and untried venue for this type of event.

### Catering

A total of 29 delegates responded.

Excellent	4
Very Good	14
Good	8
Satisfactory	1
Poor	2

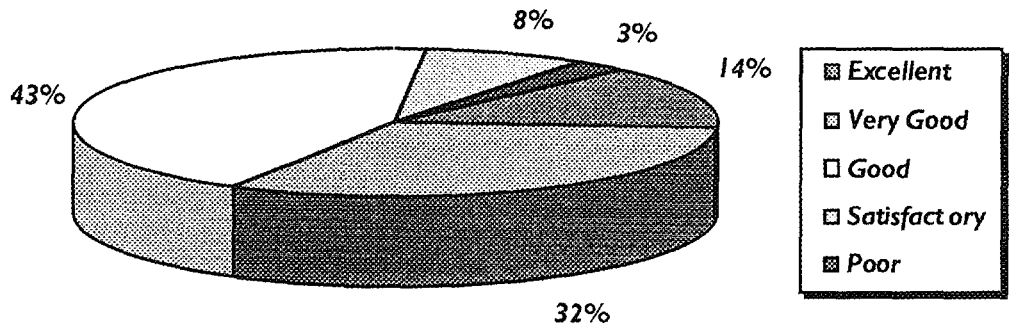


There was a greater spread of responses on this issue, which is not unusual as delegation expectation varies considerably in this area. However, a marking of 93% in the range 'excellent' to 'satisfactory' is encouraging.

**Content of seminars**

A total of 37 delegates responded.

Excellent	5
Very Good	12
Good	16
Satisfactory	3
Poor	1



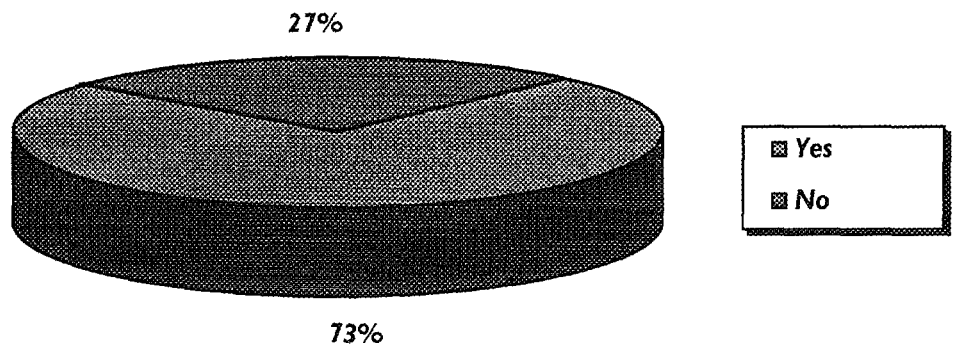
97% of delegates felt that the content of the presentations was within the range 'excellent' to 'satisfactory'. As organisers, we would have liked a higher proportion than 46% in the range 'excellent' to 'very good', but the content of some of the presentations was outside our control as organisers of the event. However, we were generally happy with delegate response in this area.

**Question 2:**

**Where there any presentations which you found particularly useful?**

A total of 37 delegates responded.

Yes	27
No	10



**If yes, please say which**

A total of 22 delegates responded.

<b>Keynote address</b> - Mrs P Karan, Government of India	2
<b>State of Gujarat</b> - Mr R S Saxena, Government of Gujarat	8
<b>UK response</b> - Mr Graham Atkinson, UK DTI	3
<b>Case study</b> - Mr A Twigger, Infracsoft Ltd	11
<b>UNIDO in India</b> - Lord Wade of Chorlton, UNIDO Representative	2
<b>UNIDO projects in Gujarat</b> - Mr N N Prasad, UNIDO	3
<b>Intechmart '98</b> - Mr Paul Richardson, UNIDO UK	6

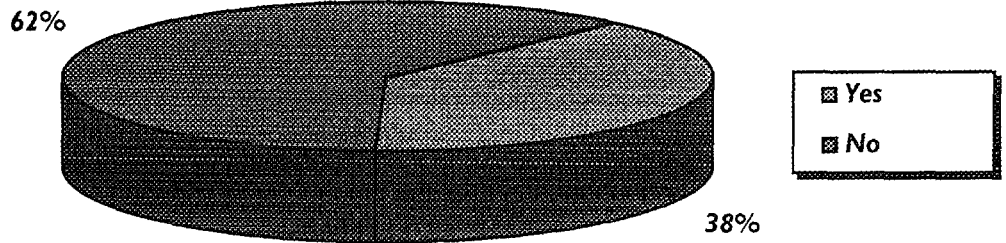
It was clear that the case study presentation by Mr A Twigger of Infracsoft Ltd was particularly appreciated, as were the presentations by Mr R S Saxena and Mr Paul Richardson.

**Question 3:**

**Is your organisation currently doing business with Gujarat?**

A total of 42 delegates responded.

Yes	16
No	26



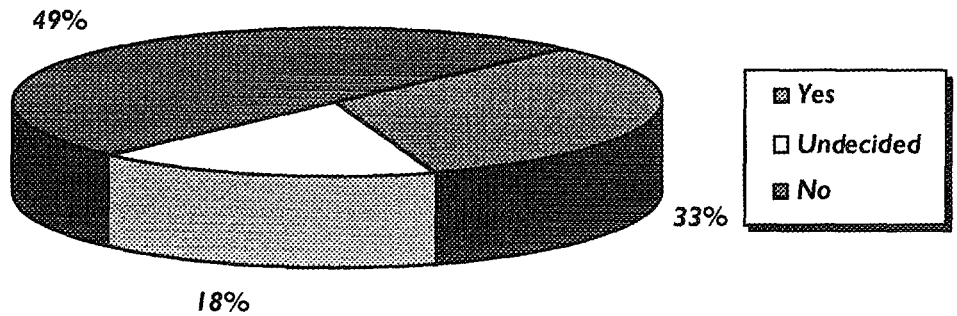
The mix of roughly 60:40 between newcomers to Gujarat and those who had worked with Gujarat before was a close to our original target.

**Question 5:**

**Are you interested in taking part in the mission to Intechmart?**

A total of 40 delegates responded.

Yes	13
Undecided	7
No	20



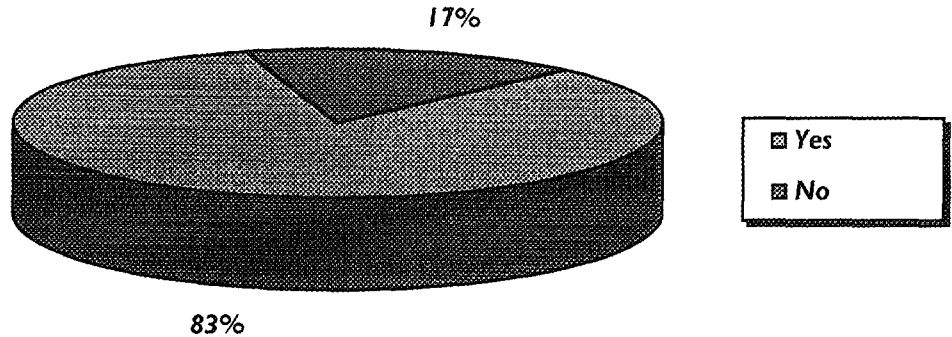
We were delighted that 13 delegates (49% of those who responded) expressed a positive interest in the mission. 7 delegates were undecided.

**Question 6:**

**Are you interested in receiving more details of the UNIDO investment projects in Gujarat?**

A total of 41 delegates responded.

Yes	34
No	7



A pleasing 83% of respondents requested further information.

**Question 7:**

**Other comments?**

A total of 11 delegates responded.

**“Please update us regularly”**

*Sameer Tapia, Singhania & Co*

**“Most interesting”**

*Mike Philips, Dunphy Combustion*

**“Red tape delays are huge”**

*Mr S K Reshamwala, Castle Shipbrokers Ltd*

**“A table workshop would have been useful.**

**Copies of speakers presentations”**

*Maggi Nixon, The Oberoi Group*

**“The original idea to split into workshops in the p.m. was abandoned.**

**2/3 of little interest in p.m.”**

*Tim Warren, Buro Happold*

**“Main reason for attending was to hold 1-to-1 discussions with others in similar business. This would have been done in group discussions after lunch**

**- NB. I only expected to attend one talk after lunch in a small group (10-15 people). I am disappointed this did not happen.**

**I did not get what I wanted from seminars”**

*Simon Dewey, Meldform Germanium Ltd*

**“Very informative - please let me know about any other seminars about other markets”**

*T Ratcliffe, Export Trade*

**“Initial survey/review”**

*T Dunworth, Gilmour Ecometal*

**“Disappointed that no contacts were present from industry in Gujarat”**

*A C Brand, Claude Lyons Ltd*



**“Please supply a copy of the slides used in the presentations  
given by Mr Saxena (both a.m. and p.m. sessions)”**  
*Phil Vosper, Thompson Valves Ltd*

**“Would particularly be interested in airport and telecomms projects”**  
*P Taylor, Marconi Electronic Systems*

## Conclusion

The seminar went off smoothly and, as organisers, we were well pleased with the outcome. However, it is always important to consider ways of improving this type of event in the future and we would specifically recommend:

1. We believe it is important (and fairer to delegates) to stick to the published programme wherever possible. We were unhappy at the last minute change of plan on the part of the delegation to hold only a single break-out session in the afternoon; this negated the idea of group discussions and attracted unfavourable comment from a number of delegates.
2. We would have liked to receive the presentation slides from the Gujarat speakers at a much earlier stage in order to minimise last minute hassle.
3. We suggest that some of the presentations would have been better with fewer slides.
4. A second case study by a UK company would have been appreciated by the UK delegates.
5. Overall, however, we felt that the event was very worthwhile and met its objectives in stimulating interest in Gujarat and Intechmart '98.





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# PROGRAMME

- 9.15 am **Registration**  
Coffee (served in the Gun Room on the Upper Deck)
- 9.45 am Seminar commences in Drill Hall on the Upper Deck  
**Welcome**  
Mr M S Grover *Economic Counsellor, Indian High Commission*
- 9.50 am **Keynote address**  
Mrs P Karan *Ministry of Industry, Government of India*
- 10.05 am Mr R S Saxena *Vice-Chairman and Managing Director, Gujarat Industrial Development Corporation, Government of Gujarat*
- 10.20 am **UK Government Response**  
Mr Graham Atkinson *Director of Infrastructure and Power Projects, Department of Trade and Industry*
- 10.35 am **Questions**
- 10.45 am **Coffee**
- 11.20 am **Case study: Doing business in India**  
Alastair Twigger *International Area Manager, Infracsoft Ltd*
- 11.30 am **UNIDO activities in India** (Paper by Dr Yo Maruno)  
Presented by Lord Wade of Chorlton *UK Representative, International Business Advisory Council, UNIDO*
- 11.40 am **UNIDO projects in Gujarat**  
Mr N N Prasad *Regional Co-ordinator, Asia Pacific, UNIDO*
- 12.10pm **Participating in Intechmart '98**  
Mr Paul Richardson *Head of UNIDO UK*
- 12.30 pm **Questions**
- 12.45 pm **Lunch**
- 2.00 pm **Group discussions with the Gujarati delegation:**

## **Food; agro-processing; infrastructure; electronics; tourism; miscellaneous**

Chairman: Mr S A Dula *General Manager, INDEXTb*  
This session will be held in the DRILL HALL (Upper Deck)

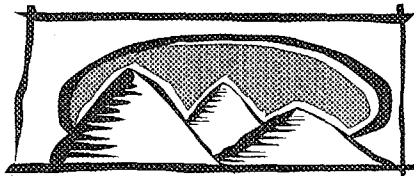
## **Light engineering**

Chairman: Mr Sunil R Parekh *Director, Confederation of Indian Industry*  
This session will be held in the WARDROOM (Main Deck)

## **Chemicals and petrochemicals**

Chairman: Mr R S Saxena *Gujarat Industrial Development Corporation*  
This session will be held in the WARDROOM ANNEXE (Main Deck)

I N D I A 9 8



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*HMS PRESIDENT (1918)*  
— A UNIQUE AND HISTORIC THAMES VENUE —



**dti**  
Department of Trade and Industry



Admit

Company

to a one-day seminar at

HMS President (1918)

Victoria Embankment, London EC4Y 0HJ

Tel: 0171 583 2652

17<sup>th</sup> September 1998

Registration 9.15am



## NEW HORIZONS

Discover India's most promising markets

A one-day seminar offering a rare chance to meet government and business leaders from the state of Gujarat and highlighting some of the 140 opportunities that have been identified and vetted by the United Nations Industrial Development Organisation (UNIDO).

### Who Should Attend?

Companies interested in establishing business links in Gujarat, particularly in the following sectors:

- light engineering
- chemicals & petrochemicals
- food & agro-processing
- electronics & software
- infrastructure
- textiles & garments
- ceramics & glass
- gems & jewellery

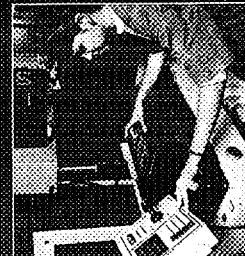
### What are the benefits?

The event provides opportunities to:

- gather up to the minute market information on the state of Gujarat
- meet key export contacts
- learn about UNIDO UK's Intechmart '98 trade mission (1-7 December)
- explore collaborative business opportunities

### Further details:

For further information, please contact Vicki Washington on 01744 743013 or complete and return the reply card (overleaf).



## Gujarat - India's industrial heartland

With a population of 42 million and an area of 196,000 square kilometres, Gujarat is amongst India's most progressive industrial states. Its strategic location, enterprising people, industrial expertise, rich resources and a government keenly committed to development all make Gujarat an extremely attractive proposition for British investors. The **NEW HORIZONS** seminar in London will provide the latest information about the state and details of the UNIDO UK forthcoming trade mission.

### Intechmart - unparalleled opportunities for business

The Investment and Technology Market (INTECHMART) programmes are run by UNIDO to facilitate investment and technology transfer into several developing countries. Intechmart '98 marks the sixth programme for India since 1994 all of which have been highly successful.

This year, and for the first time, British companies participating in the Intechmart '98 trade mission to Gujarat will receive an added benefit: pre-scheduled relevant meetings with Gujarat businessmen interested in discussing business collaboration organised by UNIDO, DTI and Nimtech.

### Nimtech and UNIDO

Nimtech is a not-for-profit, limited by guarantee business development organisation that assists UK and foreign firms in their export and trade activities. Nimtech has several overseas offices including offices in India. It also hosts the UK office of the United Nations Industrial Development Organisation which promotes and facilitates industrial development in developing countries.

Intechmart '98 is jointly organised by UNIDO, the Confederation of Indian Industry and the Gujarat State Industrial Extension Bureau.



Department of Trade and Industry



- Over 140 opportunities in Gujarat - India's most business - friendly state
- A chance to meet governmental representatives and leading industrialists
- The latest facts about trade and investment
- Details of the DTI-supported trade mission to Intechmart '98
- Specific business meetings in the afternoon

September 17 1998

FMS President (1918)

Victoria Embankment,  
London EC4Y 0HJ

Tel: 0171 383 2652

(Registration from 9.15am)

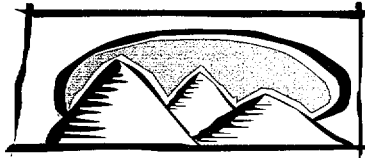
ONLY £35 + VAT  
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## NEW HORIZONS

Discover India's most promising markets





**NEW HORIZONS**

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promising markets

**INDIA '98**

**HMS President, Victoria Embankment, London  
17th September 1998 9.15 am - 4.00 pm**

**Dear Exporter**

You will, I am sure, be aware of the tremendous potential of India—one of the top growth markets for UK companies, hungry for Western products and technologies. Relatively low labour costs and a skilled workforce make it an ideal base for manufacturing and export, and close cultural ties make it particularly attractive for UK businesses.

Gujarat forms India's industrial heartland, with a population almost as large as that of the UK, and it's a state that is actively seeking overseas investment and collaboration. That is why, in association with the Department of Trade and Industry and the United Nations Industrial Development Organisation, a high level delegation of business and political leaders will be visiting the UK on 17th September to participate in a special INDIA '98 conference to be held on board HMS President on the Thames Embankment in London. Full details are enclosed with this letter.

By attending the event, you will receive details of nearly 150 pre-sifted business opportunities in Gujarat, carefully assessed by UNIDO for good growth potential. There will also be the opportunity to participate at specially subsidised rates in a major trade mission to Gujarat to attend the international Intechmart '98 exhibition from 1st - 7th December and meet prospective business partners.

Attendance is by ticket only and we are limited to a maximum of 100 delegates. **THE EVENT IS DESIGNED FOR BONA-FIDE COMPANIES SEEKING DIRECT BUSINESS OPPORTUNITIES; IT WILL NOT BE OF INTEREST TO BUSINESS CONSULTANTS AND SIMILAR INTERMEDIARIES.** The registration fee is just £35.00 + VAT (£41.13); to reserve your place, please complete the form and return it to us by fax; alternatively post it to us with your cheque as soon as possible. To avoid disappointment, do not delay!

I look forward to seeing you there. If you have any queries, please do not hesitate to ring me on 01744 743013 or send me an e-mail at [vwashington@nimtech.co.uk](mailto:vwashington@nimtech.co.uk).

Yours sincerely

**Vicki Washington**  
Event organiser



*HMS PRESIDENT (1918)*  
A UNIQUE AND HISTORIC THAMES VESSEL

Address for correspondence: Nimtech, Alexandra House, Borough Road, St Helens WA10 3TN  
Tel. 01744 743000 Fax. 01744 743077 e-mail [marketing@nimtech.co.uk](mailto:marketing@nimtech.co.uk)

## Real deals on the horizon

To say the word 'opportunity' is a cliché in the world of trade promotion is an understatement to say the least. 'It is easy to assert that there are opportunities in the general market,' says Paul Richardson director of UNIDO UK. 'What we're offering is something more specific and real than that. That's why Nimtech - the host office of UNIDO UK has called its programme "New Horizons".'

New Horizons is a high profile seminar taking place in London on the 17th September. To be attended by the Ministers for Industry for both India and for the State of Gujarat, and business leaders, it will provide an invaluable insight into the development of trade in what is becoming known as one of India's most promising markets.

The United Nations Industrial Development Organisation (UNIDO) works throughout the world, promoting sustainable, environmentally friendly development.



**New Horizons is a high level business seminar which will prepare exporters for a trade visit to Intechmart 98 in Gujarat. Paul Richardson says British companies will have the chance to meet with UK approved businesses.**

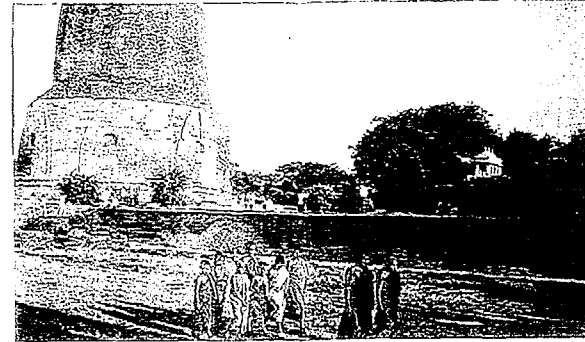
As its UK office, Nimtech specialises in technology transfer and helps British companies to achieve growth and success in new and existing markets. As Paul explains, whilst few businesses have heard of either UNIDO or its UK office, Nimtech is now beginning to make itself known throughout the TECs, Chambers of Commerce and the Business Links. 'Now our network is becoming more extensive,' he

notes, 'we can provide these centres with our fully vetted business leads.' For the purposes of this seminar alone UNIDO has identified no less than 140 real opportunities in the region.

The seminar is acting as a precursor to Intechmart 98, which will take place in Ahmedabad in December this year. This is a joint effort between UNIDO, the Government of India, and the State Government of Gujarat

and the CII (Confederation of Indian Industry). There is, says Paul, no other similar project that exists in the market place. 'This is the UN actually working on a state by state basis, looking at businesses, and identifying what would add to them and how they would benefit from a partnership arrangement.' Intechmart is an event which will allow firms to exhibit and also pursue the concrete leads they will have discussed at the seminar and prior to travel.

Intechmart Gujarat 98 is the seventh event of its kind in India since 1994, explains Paul. The event is aimed at attracting foreign technology and direct investment and to establish commercial links with medium scale projects. Each of the preceding events which have been organised on a national, regional or sector specific basis - has resulted in firm business adding up to millions of pounds. Since 1994, UNIDO has promoted projects worth in excess of US\$3.5 billion in India alone. In 1996, for example, it helped to secure a contract for the construction



of a US\$27 million assembly plant for agricultural tractors, creating 500 new jobs in the State of Punjab.

Additional enquiries available for British companies who wish to attend Intechmart 98 in December, for more information please call Nimesh on 01744743000 fax 01744743076

UNIDO was on a state by state basis, looking at businesses, identifying what would add to them and how they would benefit from partnership arrangements.

### ADDITIONAL STORYING

Andrew Weir Shipping has increased capacity on its Bank Ellerman trade by introducing two larger ships to operate on the Indian Ocean service. Trade Manager, Nick Troft says the move will benefit exporters by providing greater capacity and speed and a significant improve-

ment on the round voyage time. The two vessel fleet now caters for both container and breakbulk cargo as well as heavy lifts up to 50 tons. He adds: 'We have always been fully committed to the Indian Ocean trade and the deployment of larger tonnage enhances this commitment.'

### **Intechmart '98**

The United Nations Industrial Development Organisation (UNIDO), a number of Indian government Ministries, the state government of Gujarat and the Confederation of Indian Industry (CII) are jointly organising this investment and technology market. Held at Sanskar Kendra, Ahmedabad in Gujarat between December 4-6, the event is aimed at attracting foreign technology and direct investment to Gujarat in the following sectors: light engineering, electronics and software, infrastructure, food and agro-processing, chemical and petrochemicals, ceramics, textiles and jewellery. UK companies looking for technology tie-ups, joint ventures, buy-back arrangements with Gujarat-based firms should contact Paul Richardson or Terry Shields at Nimtech, the host office for UNIDO, tel: 01744 743000. In addition, on September 17 UNIDO has organised a seminar in London which will examine some of the incentives offered to encourage industrial development in Gujarat. The seminar will also act as a preview to Intechmart '98.



# UK businessmen view India an important market

By Our Staff Correspondent

BHOPAL, August 12.

Some key players representing the British business interests overseas, particularly in developing countries, rank India highly in terms of opportunity and view this country as an important market.

This was the general observation by the captains of industry and business in United Kingdom during the series of meetings they had in London recently with members of the Confederation of Indian Industry (CII) and the Indian Press.

Mr. Peter Hughes, Managing Director of PowerGen—one of the world's leading independent power production businesses with projects spanning Europe, India and the Pacific Rim—said India had a great market potential.

While addressing the media delegation from India, accompanied by the chairman of the CII Western Region (Madhya Pradesh), Mr. M. P. Rajan, he said business in India in ten years time would be as big as it was in England. However, adding a word of caution he said the policy framers and those in the Government would have to realise that India was seen as a "risk" for investment.

For reassuring the foreign investors, he said, what was needed was a national energy policy, sustained political will to carry this policy in a certain direction, reforms in associated sectors and also a policy of stability from one Government to another.

Regarding energy prices, he said the Indian prices were 20 to 30 per cent higher. For lowering these prices, he said, India would have to strip custom duties. Asked to comment on India's economic liberalisation programme, he said a number of policy decisions were being taken and things were moving forward.

Ms. Henrietta Royle, the Deputy Chief Executive of British Invisibles—a leading agency engaged in promoting UK financial and business services—told members of the media delegation during a detailed interaction session that in contrast with the stiff posture adopted by the United States following the nuclear tests conducted by India recently, the UK Government was taking a "pragmatic view" and it had acknowledged the fact that "business has to go on". She also emphasised that India was seen as an important market by the global business players.

She praised the UK model of regulation and said it could become a model for other countries, especially when the financial markets were becoming more and more regulated these days.

She advocated the need for ending the State monopoly of the insurance sector in India and called for a competitive insurance industry.

Mrs. Royle said those bringing in foreign capital into India were selling risks and at the same time India was also steering risk. In the process when the pool of risk capital was expanding, the country should be ready to allow to pass off a part of the profit. The scenario on the foreign investment front was quite positive from India's point of view since investors were presently queuing up to come to India, she said.

# Seminar could be jewel in the crown

by **MARK CURRIE**

DEPUTY BUSINESS EDITOR

NORTH West companies interested in exploring the possibility of establishing trade links with the industrial heartland of India are being alerted to a major trade seminar which is being organised by St Helens business support agency, Nimtech.

Industry sectors covering food and agro-processing, light engineering and chemicals and petrochemicals are among those which the Indian state of Gujarat is seeking to encourage, initially through face-to-face meetings and later this year by means of a trade mission to the region.

The seminar, in London on September 17, is being run by Nimtech in association with

the United Nations Industrial Development Organisation (UNIDO) and the Department of Trade and Industry.

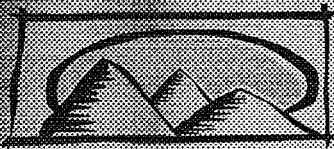
UNIDO UK director Paul Richardson said: "As India's second largest industrialised state, Gujarat offers immense potential for businesses of all kinds. Over the last three decades it has become into an industrial powerhouse.

"Its strategic location on the west coast, its enterprising people, natural resources and the keen commitment of its government to development all make it an extremely attractive proposition for British investors.

"And with industrial investment of \$28bn currently under way, it certainly merits its reputation for being India's most business-friendly state."

### **Indian opportunities**

MORE than 140 "significant" trade opportunities in the Indian state of Gurajat will be on offer at a special seminar being held in London on September 17. The seminar is being held in advance of a trade mission to Gurajat planned for December. More details are available from Terry Shields at St Helens-based Nimtech on 01744-743000 or fax 01744-743077.



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# Delegate Dossier

N D I A

September 17 1998

HMS President (1918)

Victoria Embankment,

London EC4Y 0HJ

**dti**

Department of Trade and Industry

**nimtech**

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Export trade

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Corporate finance

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Power generation

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Atlantic Seafood Corporation  
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Seafood processing

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Insurance & water purification systems

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Bird Precision Bellows Ltd  
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Cheshire  
CW12 4UQ  
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Fax: 01260 270 910  
Expansion joints for oil & gas

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Construction

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864 Birchwood Boulevard  
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Fax: 01925 852 857  
Certify heavy metals & organisations

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British Broadcasting Corporation  
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Tel: 0171 557 2529  
Fax: 0171 497 0297  
Broadcasting

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Dorking  
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Fax: 01306 885 233  
Manufacture pipes & build water treatment & sewage plants

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Telecommunication & software systems

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Instrumentation company

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Multi-disciplinary engineering

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Cameron McKenna  
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Law firm specialising in energy projects

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Manufacturing agent for large companies

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Manufacture laboratory testing equipment

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Crosschem International Ltd  
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Manufacture blow moulding & extrusion

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Fax: 0161 925 5778  
Instrumentation company

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DTI publication on India

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Castle Shipbrokers Ltd  
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Whetstone  
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Fax: 0181 446 2511  
Maritime sales

Andrew Brand Sales & Applications Engineer  
Claude Lyons  
Brook Road  
Waltham Cross  
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Manufacture voltage control units

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Confederation of Indian Industry  
c/o Confederation of British Industry (CBI)  
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Development organisation

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Deloitte & Touche  
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DTI-Indo British Partnership  
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Business support

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Fax: 0181 569 8175  
Manufacture pharmaceuticals

Elzbieta Maria Stahl Principal  
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7 Lime Close  
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RH2 8AP  
Tel: 01737 247 158  
Fax: 01737 225 375  
Finance to invest

Pan Trivedi Director  
Firstek International  
1 Alicia Gardens  
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HA3 8JB  
Tel: 0181 907 3000  
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International technology sourcing

Trevor Dunworth Sales Manager UK  
Gilmour Ecometal  
c/o 50 Gartrice Gardens  
Halfway  
Sheffield  
S20 4SU  
Tel: 0114 248 1221  
Fax: 0114 248 1221  
Design & manufacture of roofing & cladding systems

Mr Uppal Director  
Haro Oil  
8 Runfold Avenue  
Luton  
LU3 2EH  
Tel: 01582 508 979  
Fax: 01582 508 979  
Manufacture lubricants & oils

Ketan Mehta Director  
Impex Corporation Ltd  
Impex House  
14 Cavendish Road  
Croydon  
Surrey CR0 3LB  
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Fax: 0181 688 6338  
Food, toiletries & pharmaceuticals

Mike Phillips Southern Sales Manager  
Dunphy Combustion  
Queensway  
Rochdale  
OL11 2SL  
Tel: 01706 649 217  
Fax: 01706 655 512  
Manufacture burners for oil, gas & duel fuel

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EMRG  
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Farrell Engineering Ltd  
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Fax: 0181 965 7586  
Manufacture machine tools & export to India

Mrs C Lagie-Watkins Export Manager  
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Llantarnam Park  
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NP44 3AW  
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Fax: 01633 876 007  
Manufacture of fire alarm components

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16 Fore Street  
Hatfield  
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Pharmaceuticals/biotechnology

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Processing machinery for catering & chemical industry

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Industrial Design Consultants  
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Industrial Services  
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Pharmaceuticals & chemicals

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Provide engineering & consulting services to mining industries

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Supply of filtration & laboratory equipment

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Manufacture & distribute rare earth components & germanium solutions

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Solicitors

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Exporter of offset printing material

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Construction



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Motivair Compressors Ltd  
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Official distributor of compressed air equipment

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MPC International (UK) Ltd  
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Re-sell computer hardware

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TS2 1RT  
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Fax: 01642 210 928  
Manufacture of ethnic snack foods

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Luxury international hotel group

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Tel: 01737 818 181  
Fax: 01737 818 199  
Minting of currency & medals

Mr MG James Director  
Process Systems  
Deanstor Building  
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Design & manufacture products for water quality

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Manufacture petrochemicals

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Manufacture of ethnic snack foods

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Manufacture machine parts

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Minting of currency & medals

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Fax: 01179 767 775  
Manufacture equipment for locating, monitoring & fault finding on underground services

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Manufacture of electronic components & wires

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Manufacture, supply & distribution of nutritional products

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Manufacture of medical equipment

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Manufacture industrial valves

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Manufacture corrugated steel products

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Market animal milk replacers

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Manufacture of decalcomania papers

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Manufacture fabrics & yarns

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Sheet metal work





## FOOD, AGRO, INFRASTRUCTURE, ELECTRONICS, TOURISM, MISC

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Nayan Bavishi	Baron International
Ronald Levin	Self-Care Products Ltd
Patrick S Frederick	Aimex International
Elzibieta Maria Stahl	European Monetary Strategies
Mr Chetankum Ar Patel	Regional International Impex Ltd
Charles Eustace	CNS Farnell
William Howe	TSORS Ltd
Mr Mistry	Farrell Engineering Ltd
Caroline Duncan	Business Eye Magazine
Matthew Strivens	Meldform Rare Earth Ltd
Mr Raj Desai	Jet Airways India Ltd
Mr Ketan Damani	MPC International UK Ltd
Clive Rees	Babtie International
Ray Clayton	Tullis Russell Britains
Amit Badami	EMRG
Subhendu Paul	Balfour Beatty Major Projects
Roy Doughty	Bridge Trading International Ltd
Tim Skevington	ALSTOM UK LTD
Mr Jayanti Chandarana	Westend Fabrics Ltd
Mr JP Brosnan	Volac International
John Smith	Pobjoy Mint Ltd
Charles Lusack	Atlantic Seafood Corporation
Ketan Mehta	Impex Corporation Ltd
Michael J Hemming	Lloyds Bank plc
Ranji Vora	Crosschem International Ltd
Dina Dattani	Lawrence Jones
Graham Silcox	Biwater International Ltd
Mrs C Lagie-Watkins	Fulleon Ltd
Mrs Meera Taneja	Muskaan Ltd
Tanvier Malik	Alberdale & Co
Philip Griffin	MG Gleeson International Ltd
Thess Ratcliffe	
Tim Warren	Buro Happold
Keilash Patel	Pobjoy Mint Ltd
Dianne Kelly	North & Mid Cheshire TEC

## FOOD, AGRO, INFRASTRUCTURE, ELECTRONICS, TOURISM, MISC

Miss Supriya Banerji	Confederation of Indian Industry
Mike Walsh	Alfred McAlpine International Ltd
Mr Reshamwala	Castle Shipbrokers Ltd
Trevor Dunworth	Gilmour Ecometal
Fiona Woolf	Cameron McKenna
Sameer H Tapia	Singhania & Co Solicitors
Derek Hickman	Mott Macdonald
Mike Philips	Dunphy Combustion
Mr S Gandhi	Deloitte & Touche
Andrew Segun	Space & Time Ltd
Mr Brian J Watson	Radio Detection
Mike Napper	Radio Detection
Michael Prior	Hosakawa Micron Ltd
Rajesh Priyadarshi	BBC World Service News



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# WHAT DID YOU THINK?

Please spare a few moments before lunch to complete this questionnaire, which will provide valuable feedback on the event and help us to improve the service we offer to you and other clients. Thank you for your co-operation.

1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	④	5
Organisation on the day	1	2	③	4	5
Venue	1	2	3	④	5
Catering	1	2	3	④	5
Content of seminars	1	2	③	4	5

2. Were there any presentations which you found particularly useful?

YES

NO (please circle)

If yes, please say which MR. R. S. SAXENA

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

VIA AGENTS / DISTRIBUTORS

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

PLEASE SUPPLY A COPY OF THE SLIDES USED IN THE PRESENTATIONS GIVEN BY MR. SAXENA (BOTH AM AND PM SESSIONS).

Name PHIL VOSPER Company THOMPSON VALVES LTD

Nature of business SPECIALIST VALVE MANUFACTURER

Address 17, BALENA CLOSE, CREEKMOOR, POOLE, BH17 7EF

Tel 01202 697521 Fax 01202 605385







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# WHAT DID YOU THINK?

Please spare a few moments before lunch to complete this questionnaire, which will provide valuable feedback on the event and help us to improve the service we offer to you and other clients. Thank you for your co-operation.

1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	③	4	5
Organisation on the day	1	2	3	④	5
Venue	1	2	3	④	5
Catering	1	2	3	④	5
Content of seminars	1	2	③	4	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which ..... *Case Study* .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
..... *using dte & Nintech* .....

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
YES NO

7. Other comments

..... *Disappointed that no contacts were present from industry in Gujarat* .....

Name *A. C. BRAND* Company *CLAUDE LYONS Ltd*  
 Nature of business *Ac Voltage control manufacture*  
 Address *Blook Rd Waltham cross Herts*  
 Tel *01922 765538* Fax *01922 788000*



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# WHAT DID YOU THINK?

Please spare a few moments before lunch to complete this questionnaire, which will be provide valuable feedback on the event and help us to improve the service we offer to you and other clients. Thank-you for your co-operation.

1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	4	5
Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES NO (please circle)

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
..... NETWORKING .....

5. Are you interested in taking part in the mission to Intechmart? YES NO (please circle)

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
YES NO (please circle)

7. Other comments  
.....  
.....

Name ..... A. BADAMI ..... Company ..... EMME .....  
Nature of business ..... JV'S / RESEARCH / FINANCE .....  
Address ..... ARMYLLE HOUSE, 6-13, CHAMBER ST. LONDON E1 8BW .....  
Tel ..... 0171-680-9969 ..... Fax ..... 0171-680-0771 .....



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	→				Excellent
Booking arrangements	1	2	3	4	5	
Organisation on the day	1	2	3	4	5	
Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which CASE STUDY

3. Is your organisation currently doing business with Gujarat? YES   NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

MARKET RESEARCH

5. Are you interested in taking part in the mission to Intechmart? YES   NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments

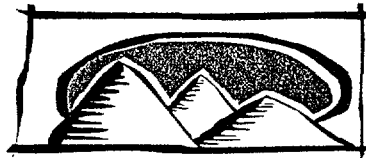
Main reason for attending was to hold 1-to-1 discussions with others in similar business. This would have been done in Group discussions after lunch - NB. I only expected to attend 1 talk after lunch in a small group (10-15 people). I am disappointed this did not happen. So I did not get what I wanted from seminars.

Name SIMON DENBY Company MELSFARM GERMANIUM LTD

Nature of business Supply of catalyst for PET manufacture

Address York Way, Royston, Herts. SG8 5HJ

Tel 01763 248915 Fax 01763 247312



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	→				Excellent
Booking arrangements	1	2	3	4	5	
Organisation on the day	1	2	3	4	5	
Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful?

YES NO (please circle)

If yes, please say which Mr Saxena, Graham Atkinson

3. Is your organisation currently doing business with Gujarat?

YES NO

If yes, please give details but we've tried to, and are trying to

4. How do you plan to develop your business in Gujarat?

Local Partnerships from our successful operations elsewhere in India

5. Are you interested in taking part in the mission to Intechmart?

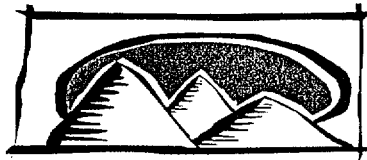
YES NO maybe

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

Name DEEKE HICKMAN Company Mott MacDonald  
 Nature of business Civil engineering consultancy (transportation)  
 Address Capital House, 48-52 Ambrose Road, Winchester SO23 7BH.  
 Tel 01962 866300 Fax 01962 863224



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	→			Excellent
Booking arrangements	1	(2)	3	4	5
Organisation on the day	1	2	(3)	4	5
Venue	1	2	3	(4)	5
Catering	(1)	2	3	4	5
Content of seminars	1	2	3	4	(5)

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

..... Personal Contacts .....

5. Are you interested in taking part in the mission to Intechmart? YES NO

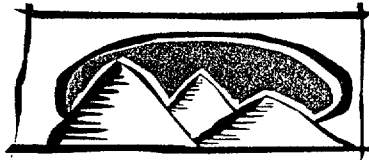
6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

.....

Name K. Mehta Company Imper Corporation  
 Nature of business EXPORTS - IMPORTS  
 Address 14 Cavendish Road CROYDON SURREY  
 Tel 0181-688-6160 Fax 0181-688-6338



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	④	5
Organisation on the day	1	2	3	④	5
Venue	1	2	3	4	⑤
Catering	1	2	3	④	5
Content of seminars	1	②	3	④	5

P.M. ← see 7 → A.M.

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES **NO**

If yes, please give details .....

4. How do you plan to develop your business in Gujarat? <sup>①</sup> View of ability of SMO consultancy being able achieve fast hold in market to be reviewed. <sup>②</sup> Contacts. <sup>③</sup> UNIDO / O.T.S. etc...

5. Are you interested in taking part in the mission to Intechmart? **YES** NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

**YES** NO

7. Other comments

The original idea to split into workshops in the P.M. was abandoned i.e. 2/3 of little interest in P.M.

Name Tim Warren Company Buro Happold

Nature of business CONSULTING ENGINEERS

Address 17 NEW MARST - LONDON W1P 3HD

Tel 0171-927-9700 Fax 0171-927-9701



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# WHAT DID YOU THINK?

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(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	4	5
Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful?

YES

NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

Name . Amit . KATARIA . . . . . Company . Rawbogrove W  
 Nature of business . Consultancy  
 Address . 324 . Benshaw Lane  
 Tel . 0181 . 239 . 7171 . . . . . Fax . 0181 . 239 . 7171 . . . . .





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# WHAT DID YOU THINK?

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(please circle)

	Poor	→				Excellent
Booking arrangements	1	2	3	4	5	
Organisation on the day	1	2	3	4	5	
Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful?

YES

NO

(please circle)

If yes, please say which

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

THROUGH EXISTING LOCAL AGENCY

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

Name D. McKeown Company SUDENBORG GAUGE Co. Ltd  
 Nature of business INSTRUMENTATION  
 Address P.O. Box 5 ALTNAM CHAM CHESHIRE WALK 402  
 Tel 0161 925 5706 Fax 0161 925 5778



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	→			Excellent
Booking arrangements	1	2	3	4	5 (5)
Organisation on the day	1	2	3 (3)	4	5
Venue	1	2 (2)	3	4	5
Catering	1	2	3 (3)	4	5
Content of seminars	1	2	3 (3)	4	5

2. Were there any presentations which you found particularly useful? YES (YES) NO (please circle)

If yes, please say which Graham Atkinson .....

3. Is your organisation currently doing business with Gujarat? YES (YES) NO

If yes, please give details Hotel. Inc. Trident. Ahmedabad .....

4. How do you plan to develop your business in Gujarat?

Always working at possibilities - we have collaborations with McAlpinus & Hilldown Holdings

5. Are you interested in taking part in the mission to Intechmart? YES NO (NO)

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES (YES) NO

7. Other comments

A table workshop would have been helpful  
Copies of speakers presentations .....

Name MAGGI NIXON .....

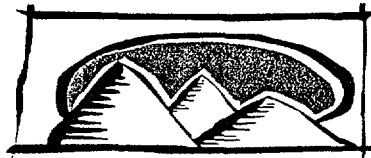
Company THE OBEROI GROUP .....

Nature of business hotels, hospitality, air charter, agro/food, construction .....

Address 1 Mans Place, lower Richmond Road, London SW15 1HF .....

Tel 0181-788-2070 .....

Fax 0181-789-5369 .....



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# WHAT DID YOU THINK?

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(please circle)

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Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful?

YES

NO (please circle)

If yes, please say which from Mr R. S. Saxena

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details getting a set up ready in Vadodra

4. How do you plan to develop your business in Gujarat?

Assembling, Marketing, buy back & Export

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

NOT Decided

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

The Slide presentation needed a touch of perfection. It is important to give the Index of the Speakers, which is important

Name .....

Company .....

Nature of business .....

Address .....

Tel .....

Fax .....



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(please circle)

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Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

... BUILD A MANUFACTURING PLANT .....

5. Are you interested in taking part in the mission to Intechmart? YES NO NOT SURE

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

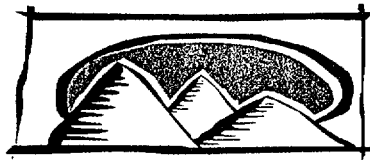
.....  
.....

Name J.P. BROSNAN Company VOLAC INTERNATIONAL Ltd.

Nature of business ANIMAL FEED MANUFACTURER - MILK PROCESSOR

Address ORWELL, ROYSTON, HERTS SG 8 5QX

Tel 01223-208021 Fax CANT REMEMBER



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(please circle)

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Organisation on the day	1	2	3	④	5	
Venue	1	2	③	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	③	4	5	

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
..... VISITS, BUSINESS WITH G.I.D.C. ....

5. Are you interested in taking part in the mission to Intechmart? YES NO MAYBE

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
 YES  NO

7. Other comments  
.....  
.....

Name S. V. A. SATHI Company LAWRENCE SONS

Nature of business SOLICITORS

Address SEA CONTAINERS HOUSE, 20 UPPER GROUND, BLAKEHOLM BRIDGE

Tel 0171-620-1311 Fax 0171-620-0860  
LONDON SE16 4H



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1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	(4)	5
Organisation on the day	1	2	3	(4)	5
Venue	1	2	3	(4)	5
Catering	1	2	3	4	5
Content of seminars	1	2	(3)	4	5

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat?  YES  NO

If yes, please give details .....

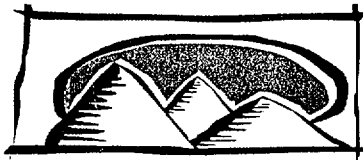
4. How do you plan to develop your business in Gujarat?  
..... GET A GOOD AGENT!

5. Are you interested in taking part in the mission to Intechmart?  YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
 YES  NO

7. Other comments  
.....  
.....

Name C. EUSTACE Company CWS FARWELL  
 Nature of business LABORATORY TEST EQUIPMENT (T.A.)  
 Address NO. 1 MARROWLATE MAHON PLATE W.D. 6. 104  
 Tel 0181 238 6906 Fax 0181 238 6901 BOREHAMWOOD  
HEROS



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# WHAT DID YOU THINK?

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(please circle)

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Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which ..... *Alistair Twigg* .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat? *via UNIDO/NIIM*

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

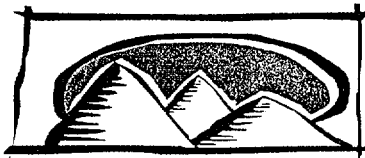
Name *Dianne Kelly* Company *Nominatec*

Nature of business *Government Organisation*

Address .....

Tel ..... Fax .....

*Dianne Kelly*



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	④	5
Organisation on the day	1	2	3	④	5
Venue	1	2	③	4	5
Catering	1	2	3	④	5
Content of seminars	1	2	③	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details *Large shipbuilding and export order for Gujarat to the tune of US\$ 60 million.*

4. How do you plan to develop your business in Gujarat?

*May be after political situation is stabilised.....*

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments

*- Red tape delays are huge,*

Name *MR S. K. RESHANWALA* Company *CASTLE SHIPBROKERS LIMITED*

Nature of business *SALE + PURCHASE OF SHIPS, PROJECTS IN SHIPING*

Address *BROOK POINT, 1412 HIGH ROAD, WHEATSTONE, LONDON N20 9BH*

Tel *44-181-343-7577* Fax *44(0)181-446-9511*

*E-MAIL (CONTEXT) AS366749*





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1. What did you think of the following:

(please circle)

	Poor	—————>			Excellent
Booking arrangements	1	2	3	<u>4</u>	5
Organisation on the day	1	2	3	<u>4</u>	5
Venue	1	2	3	<u>4</u>	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

*but not!*

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

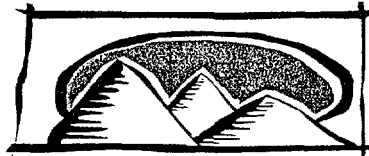
4. How do you plan to develop your business in Gujarat?  
*Don't know yet*

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
YES NO

7. Other comments  
.....  
.....

Name *Jim Dwyer* Company *TECSIDER L.L. LTD*  
Nature of business *corrugated steel construction products*  
Address *24 Kingsland Grange, Worcester, Warrington*  
Tel *07925 82090* Fax *07925 82490*



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(please circle)

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Organisation on the day	1	2	(3)	4	5
Venue	1	2	(3)	4	5
Catering	1	2	(3)	4	5
Content of seminars	1	2	(3)	4	5

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which ALASTAIR TOLSON .....

3. Is your organisation currently doing business with Gujarat? YES   NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
EARLY STAGED, LOOKING AS POSSIBLE JOINT VENTURES

5. Are you interested in taking part in the mission to Intechmart?  YES  NO

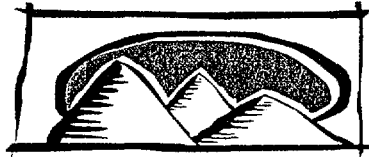
NEED TO DIGEST INFO FIRST.

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments  
.....  
.....

Name GARY BAKER ..... Company WILLMER & QUICK LTD. .....  
Nature of business HIGH TECHNOLOGY ENCLAVE MANUFACTURER  
Address WARRAWIND EST, HIGHTBRIDGE, SOMERSET, TA9 4AQ  
Tel 01278 783371 ..... Fax 01278 789037 .....



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(please circle)

	Poor	→			Excellent
Booking arrangements	1	2	3	④	5
Organisation on the day	1	2	3	④	5
Venue	1	2	③	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	④	5

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which ... *Graham Atkinson, Paul Richardson* .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

*Will need time to consider* .....

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments

*Would particularly be interested in Airport + Telecomms projects* .....

Name *P. TAYLOR* Company *MARCOVI ELECTRONIC SYSTEMS*

Nature of business *ELECTRONICS, TELECOMMS*

Address *The Grove, Warren Lane, Stanmore, Middx, HA7 4L7*

Tel *0181 420 3669* Fax *0181 420 3940*



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# WHAT DID YOU THINK?

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(please circle)

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Booking arrangements	1	2	3	(4)	5	
Organisation on the day	1	2	3	(4)	5	
Venue	1	2	3	4	(5)	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat?  YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

..... *to be agreed* .....

5. Are you interested in taking part in the mission to Intechmart?  YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  YES  NO

7. Other comments

..... *most interesting* .....

Name *Mike Phillips* ..... Company *Dunphy Combustion* .....

Nature of business *Combustion i.e. burner manufacture re burning of fuels* .....

Address *Queensway Rochdale* .....

Tel *01706 649217* ..... Fax *01706 655512* .....

*Mike Phillips fax & telephone 01672 871019*



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	(3)	4	5
Organisation on the day	1	2	(3)	4	5
Venue	1	2	(3)	4	5
Catering	1	2	(3)	4	5
Content of seminars	1	2	(3)	4	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which *mostly all*

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details *legal*

4. How do you plan to develop your business in Gujarat?

*Open a branch office in Ahmedabad*

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat? YES NO

7. Other comments *Please update us regularly.*

Name *Sameer Tapia* Company *Singhania & Co*  
 Nature of business *Advocates & Solicitors*  
 Address *24, Buckingham Gate London SW1E 6LB*  
 Tel *0171-233-5571* Fax *0171-233-5522*



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	→			Excellent
Booking arrangements	1	2	3	4	5
Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
..... By A Harsh Himanshu JEE.....

5. Are you interested in taking part in the mission to Intechmart?  YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
 YES NO

7. Other comments  
.....  
.....

Name PATEL CHETANKUMAR Company REGAL INTERNATIONAL IMP  
Nature of business EXPORT  
Address S.A. FOOTLINE HOUSE CAT LONDON SW 17 0SD  
Tel 0181-767-2096 Fax 0181-767-6737



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# WHAT DID YOU THINK?

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(please circle)

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Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)  
If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO   
If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
I PLAN TO COMMENT .....

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  
YES  NO

7. Other comments  
NONE .....

Name CLIVE HORN Company MOTIVAIR COMPRESSORS LTD (EXPORT)  
Nature of business DESIGN, BUILD & SUPPLY COMPRESSED AIR, VACUUM & PROOF TESTING SYSTEMS  
Address BAKER HOUSE, 17 HOWLAND ROAD, WEST ISLINGTON, THAMES, MIDOX TW16 7HJ  
Tel 01932 765577 Fax 01932 730702



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# WHAT DID YOU THINK?

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(please circle)

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Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful?

YES NO (please circle)

If yes, please say which *All*

3. Is your organisation currently doing business with Gujarat?

YES NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

5. Are you interested in taking part in the mission to Intechmart?

YES NO *MAYBE*

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

*Virtual Survey Review*

Name *DUNN WORTH* Company *GILMORE ECONOMETAL*  
 Nature of business *MANUFACTURERS OF CONSTRUCTION SYSTEMS*  
 Address *252 GOVAN RD GLASGOW*  
 Tel *01142 481221* Fax  
*(Head office)*





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Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful?

YES

NO (please circle)

If yes, please say which *Case Study* .....

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

*Local partnership* .....

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

Name *Magali E.PIN* .....

Company *RAYCHEM Ltd* .....

Nature of business *Electronics/wire & cable & tubings manuf.* .....

Address *FARADAY ROAD - DORCAN - SWINDON - SN3 5HF* .....

Tel *01793 57 2028* .....

Fax *01793 57 2524* .....



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	(4)	5
Organisation on the day	1	2	3	(4)	5
Venue	1	2	3	(4)	5
Catering	1	2	(3)	4	5
Content of seminars	1	2	3	(4)	5

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which . . . . . *MR. TWIGGOLS* . . . . .

3. Is your organisation currently doing business with Gujarat?  YES  NO

If yes, please give details . . . . . *BEVTONITE* . . . . .

4. How do you plan to develop your business in Gujarat?

. . . . . *ON GOING CONTACT* . . . . .

5. Are you interested in taking part in the mission to Intechmart?  YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments

. . . . .  
. . . . .

Name . . . *MR. S. R. SOOJA* . . . . . Company *Medicare Int. Ltd*

Nature of business . . . *CAS SURVEY & MENTAL IMPACT/EXPORT* . . . . .

Address . . . . . *239 LIVERPOOL ROAD LONDON W1 1RX* . . . . .

Tel . . . *0171 607 2295* . . . . . Fax . . . *0171 700 4158* . . . . .



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Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

Possibly NIMTEC

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments  
.....  
.....

Name P. ROBINSON Company PRO CHEM  
 Nature of business PETRO CHEMICAL | Effluent | Building Coaker  
 Address 10, CAVENDISH CLOSE, DOVERIDGE, N<sup>o</sup> ASHBAURNE Derbyshire  
 Tel 01889 566724 Fax 01589 566724



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1. What did you think of the following:

(please circle)

	Poor	→			Excellent
Booking arrangements	1	2	3	④	5
Organisation on the day	1	2	③	4	5
Venue	1	2	③	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	④	5

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which PLASTAIR TUBERS

3. Is your organisation currently doing business with Gujarat? YES   NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

INTECHMART? PARTNER FINDING

5. Are you interested in taking part in the mission to Intechmart?  YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO  
I WILL LOOK ON WWW

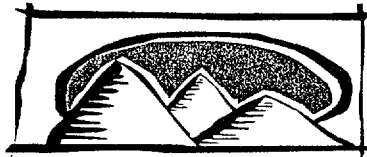
7. Other comments

Name Mr. M. G. JAMES Company PROCESS SYSTEMS

Nature of business DESIGN + MANUFACTURE OF ENVIRONMENTAL ELECTRONICS

Address DEANESTOR BUILDING, WARREN WAY, CROWN FARM BUSINESS PARK

Tel 01623 623377 Fax 623 323 MANSFIELD



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# WHAT DID YOU THINK?

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Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat?  YES NO

If yes, please give details ... IN MANUFACTURING & EXPORTS .....

4. How do you plan to develop your business in Gujarat?

... INTERESTED IN FOOD PACKAGING .....

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

.....

Name R. VORA Company Cresshem International

Nature of business Exporters & Plastic Moulders

Address 10 Woodbark Street, Heronville, LE1 3NJ

Tel 0116 251 1343 Fax 0116 251 7959



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# WHAT DID YOU THINK?

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Booking arrangements	1	2	(3)	4	5
Organisation on the day	1	2	(3)	4	5
Venue	1	2	3	(4)	5
Catering	1	(2)	3	4	5
Content of seminars	1	(2)	3	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat? 9 11.40 am

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  YES NO

7. Other comments  
.....  
.....

Name S. ROWDEN Company BIRD PRECISION BELLOW LTD  
 Nature of business AVIATION + SPECIALISED ENGINE PRODUCTS.  
 Address RADNOR PARK CONINGTON CHESHIRE  
 Tel 01260 271411 Fax 01260 270910



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# WHAT DID YOU THINK?

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Booking arrangements	1	2	3	4	5
Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5 <i>Have not yet had lunch!</i>
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

*Depends on development of current initiatives in India.*

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

*Water & Sewage only projects only.  
We are investors/implementers/operators.  
BOT/Concessions*

Name *GRAHAM SILCOX* Company *BIWATER INTERNATIONAL LTD.*

Nature of business *POTABLE WATER & SEWAGE SERVICES - IMPLEMENTORS/OPERATORS*

Address *STATION APPROACH, DORKING, SURREY, RH4 1TZ*

Tel *01306 746073* Fax *01306 885233*



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# WHAT DID YOU THINK?

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Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES  NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?  
..... INITIAL MARKET INTELLIGENCE EXERCISE .....

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments  
.....  
.....

Name P.W. LIVERSIDGE ..... Company BROWN & ROOT .....

Nature of business ENGINEERING CONSULTANCY .....

Address LEATHERHEAD, SURREY .....

Tel ..... Fax .....





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Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat? 7

..... DIRECT VISITS .....

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

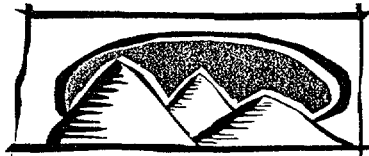
.....  
.....

Name M.P. DAVIES Company INTERPHARM LTD

Nature of business PHARMACEUTICAL

Address UNIT 1, 99B, COBBOLD RD, WILLESDEN, LONDON, NW10 9SL

Tel 0181-830-0803 Fax 0181-830-0804



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# WHAT DID YOU THINK?

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(please circle)

	Poor	→			Excellent
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Organisation on the day	1	2	③	4	5
Venue	1	2	3	④	5
Catering	1	2	3	④	5
Content of seminars	1	2	3	④	5

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which *Mr Soane, Mr Pressed*

3. Is your organisation currently doing business with Gujarat?  YES  NO

If yes, please give details *Supporting British Companies in their efforts to win business in the oil, gas and petrochemical sector.*

4. How do you plan to develop your business in Gujarat?

*Continue to monitor activities, particularly the proposed LNG terminal at Pipavav Port*

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?  YES  NO

7. Other comments

Name *Robert Kipps* Company *DTI*  
Nature of business *Oil & Gas Sector*  
Address *Room 517, Kingsgate House, 66-74 Victoria St, London SW1E 6SW*  
Tel *0171 215 4266* Fax *0171 215 4273*



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# WHAT DID YOU THINK?

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1. What did you think of the following:

(please circle)

	Poor	→			Excellent
	1	2	3	4	5
Booking arrangements	①	2	3	4	5
Organisation on the day	1	2	3	4	⑤
Venue	1	2	3	4	⑤
Catering	1	2	3	4	⑤
Content of seminars	1	2	3	④	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which *... opps. in Gujarat + case study ...*

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat? N/A

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat? YES NO

7. Other comments  
*... V. Informative - please let me know about ...  
... any other seminars about other mkt's ...*

Name *T. RATCLIFF* Company *EXPORT TRADE*

Nature of business *JOURNALIST*

Address *32 VAN HALL BRIDGE RD*

Tel ~~0171 973 4605~~ Fax *0171 973 4797*



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(please circle)

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Organisation on the day	1	2	3	④	5	
Venue	1	2	3	4	⑤	
Catering	1	2	3	④	5	
Content of seminars	1	2	3	4	⑤	

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which FLASTAIR TWIGGER - CASE STUDY

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details VARIOUS THROUGH GREAVES LTD, MUMBAI

4. How do you plan to develop your business in Gujarat?

THROUGH GREAVES LTD

5. Are you interested in taking part in the mission to Intechmart?

YES NO - FROM UK BUT YES FROM GREAVES LTD, INDIA.

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

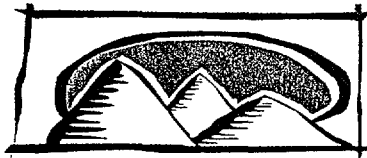
7. Other comments

Name ANDREW LAMB Company JAMES GREAVES & Co

Nature of business ENGINEERING - INTERNATIONAL TRADING

Address BRAZENNOSE HOUSE, BRAZENNOSE STREET, MANCHESTER

Tel 0161 834 0991 Fax 0161 832 0753



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Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful?  YES  NO (please circle)

If yes, please say which . . . . *India Sp. S. Sports. Equip.* . . . .

3. Is your organisation currently doing business with Gujarat? YES  NO

If yes, please give details . . . . .

4. How do you plan to develop your business in Gujarat?

.....

5. Are you interested in taking part in the mission to Intechmart? YES  NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES  NO

7. Other comments

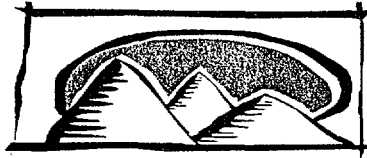
.....  
.....

Name *C. L. V. S. J. K.* Company *ATLANTIC SEA-FOOD CORP.*

Nature of business *Sea food products*

Address *25 Aynor Rd, Malden, Mass 02148*

Tel *0181-520 8163* Fax



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(please circle)

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Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which UNIDO / INTECHMART

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

CONTACT

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

Name VINOD CHAUDHARY Company INDUSTRIAL CONSULTANCY SERVICE

Nature of business FINE CHEMICALS / PHARMACEUTICALS

Address F.Z.C. RAY PARK AVENUE MAIDENHEAD SUB. RD /

Tel 01628 773618 Fax 01628 454288



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(please circle)

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Venue	1	2	3	4	5	
Catering	1	2	3	4	5	
Content of seminars	1	2	3	4	5	

2. Were there any presentations which you found particularly useful?

YES

NO (please circle)

If yes, please say which .....

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details .....

4. How do you plan to develop your business in Gujarat?

*Trade Mission*

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

Name *E. SHOETTRIDG* Company *H. H. SHOETTRIDG & SONS*

Nature of business *ELECTRIC MOTORS (HEAVY)*

Address *PULLIAR RD MADHANAPURAM*

Tel *01609 638099* Fax



**NEW HORIZONS**

Discover India's most promising markets

# WHAT DID YOU THINK?

Please spare a few moments before lunch to complete this questionnaire, which will provide valuable feedback on the event and help us to improve the service we offer to you and other clients. Thank you for your co-operation.

1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	4	5
Organisation on the day	1	2	3	4	5
Venue	1	2	3	4	5
Catering	1	2	3	4	5
Content of seminars	1	2	3	4	5

2. Were there any presentations which you found particularly useful? YES NO (please circle)

If yes, please say which LAND PROBLEMS & APPROVAL OF PROJECTS - TIME CONSUMING

3. Is your organisation currently doing business with Gujarat? YES NO

If yes, please give details CHEMICALS & STEEL

4. How do you plan to develop your business in Gujarat? ?

5. Are you interested in taking part in the mission to Intechmart? YES NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES NO

7. Other comments

Name B. Sidra Company CHEMTECHNO

Nature of business CHEMICALS

Address 36 CHEYNEYS AVE EDGBURIE HAR8 6SF

Tel 0171 723 23 23 Fax 0171 402 00 40





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1. What did you think of the following:

(please circle)

	Poor	—————→			Excellent
Booking arrangements	1	2	3	④	5
Organisation on the day	1	2	3	④	5
Venue	1	2	3	④	5
Catering	1	2	3	④	5
Content of seminars	1	2	3	④	5

2. Were there any presentations which you found particularly useful?

YES

NO (please circle)

If yes, please say which *About Nucleus*

3. Is your organisation currently doing business with Gujarat?

YES

NO

If yes, please give details

4. How do you plan to develop your business in Gujarat?

*Undecided*

5. Are you interested in taking part in the mission to Intechmart?

YES

NO

6. Are you interested in receiving more details of the UNIDO investment projects in Gujarat?

YES

NO

7. Other comments

Name *William Howe* Company *TSORS Ltd*

Nature of business *Oil Recovery*

Address *PO Box 318 Cheltenham GL50 2YA*

Tel *07071 224308* Fax *01242 263972*



# Gujarat Intechmart

## December 1<sup>st</sup> - 8<sup>th</sup> 1998

*Are you interested in discovering one of India's most promising markets? Gujarat has a population of 42 million and an area of 196,000 square kilometres in India's industrial heartland, can your business afford to ignore this opportunity?*

**Gujarat** is amongst India's most progressive industrial state. Its strategic location, enterprising people, industrial expertise, rich resources and a government keenly committed to development all make Gujarat an extremely attractive proposition for UK businesses.

The **Intechmart** (Investment and Technology Market) programme is run by the United Nations Industrial Development Organisation (UNIDO) to facilitate investment and technology transfer into developing countries. Intechmart'98 marks the sixth programme for India since 1994 all of which have been highly successful. This year's event will be held in Ahmedabad from December 4<sup>th</sup> - 6<sup>th</sup> at the Sanskar Kendra-Tagore Hall. The event will be a showcase for more than 140 fully vetted projects covering 10 sectors.

The UNIDO office in the UK is hosted by Nimtech, a not-for-profit, limited by guarantee business development organisation that assists UK and foreign firms in their export and trade activities. UNIDO is the specialist agency of the United Nations dedicated to promoting and accelerating industrial development in developing countries.

This year, and for the first time, British companies will be participating in a joint trade mission led by Nimtech and UNIDO UK and will attend both the Gujarat Intechmart and a series of pre-scheduled business meetings in Bombay organised by the NIMTECH India Office.

**The Trade Mission includes:**

- ❖ Return flights(including transfers) to Bombay from Manchester (includes internal flights to Gujarat)
- ❖ Hotel accommodation in 5 star hotels in Bombay and Ahmedabad on a B&B basis.
- ❖ All business meetings pre-scheduled by Nimtech India office and UNIDO
- ❖ Nimtech luncheon at the Royal Bombay Yacht Club and cocktail reception at the British High Commission in Bombay
- ❖ Pre-registration for Intechmart'98 inclusive of 3m x 3m exhibition booth
- ❖ Services of 2 Nimtech/UNIDO staff members for the course of the 'Trade Mission

The sectors that will be covered at Intechmart'98 are as follows:

- |                        |                          |                            |                          |
|------------------------|--------------------------|----------------------------|--------------------------|
| LIGHT ENGINEERING      | <input type="checkbox"/> | CHEMICALS & PETROCHEMICALS | <input type="checkbox"/> |
| FOOD & AGRO PROCESSING | <input type="checkbox"/> | ELECTRONICS & SOFTWARE     | <input type="checkbox"/> |
| INFRASTRUCTURE         | <input type="checkbox"/> | TEXTILES & GARMENTS        | <input type="checkbox"/> |
| CERAMICS & GLASS       | <input type="checkbox"/> | GEMS & JEWELLERY           | <input type="checkbox"/> |

The price to participate in this mission is only £1,795 (this price includes a travel grant from the DIT of £400) and places are strictly limited to 15 delegates.

*If you are interested in any further details please contact Sadie Platt  
Programme Assistant on 01744 743000.*



**To register your interest  
please fax back  
to 01744 611610**

Name.....Job title.....

Company.....

Address.....

Tel.....Fax.....