

行政院及所屬各機關出國報告  
(出國類別：其他)

## 赴印度工業合作訪問團

服務機關：經濟部加工出口區管理處

出國人職稱：處長、課員

姓名：周嚴、陳一芳

出國地區：印度

出國期間：92年2月3日至92年2月12日

報告日期：92年5月13日

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公 務 出 國 報 告 提 要

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報告名稱:

赴印度工業合作訪問團

主辦機關:

經濟部加工出口區管理處

聯絡人/電話:

/

出國人員:

周嚴 經濟部加工出口區管理處 處長室 處長  
陳一芳 經濟部加工出口區管理處 第三組 課員

出國類別: 其他

出國地區: 印度

出國期間: 民國 92 年 02 月 03 日 - 民國 92 年 02 月 12 日

報告日期: 民國 92 年 05 月 13 日

分類號/目: E0/綜合(經濟類) /

關鍵詞: 工業合作

內容摘要: 印度是人口眾多，幅員廣大的南亞大國，近年來世界各國皆相當看好其市場發展潛力，目前為止台商前往印度合作或投資者為數不多，本處爰積極開發，以便及早於印度市場佔有一席之地。印度工商業界十分嚮往台灣工業之技術與設備，本處九十一年四月份首度組團參訪新德里、孟買、清耐三大印度工商業城市，不少印商隨後親自前來拜訪團員之公司，或以電子郵件洽商合作案件，反應相當熱烈。本次訪問之主要活動為參展及舉辦洽談會，團員均深深感受到印度市場雄厚的發展潛力。本次參加之IETF展乃國際上素負盛名之B2B展覽，世界各國廠商踴躍參加，團員於展覽商場獲得不少商機，回國後正持續洽商合作案件中，期能早日開花結果。孟買為印度第一工商大都會，是印度工商業最活躍之都市，故此行順道前往孟買舉辦洽談會，爭取當地商機。印度為近年來開發中國家經濟發展表現頗優異的國家之一，其工業製造技術雖低於台灣，但近幾年來卻以展翅待飛之姿快速發展。台灣近幾年正面臨經濟發展瓶頸，正可以利用印度廉價且豐沛的勞力市場，推動工業合作理念，由台灣中小企業與印度當地廠商進行貿易暨工業合作，結合雙方優勢利基(台灣的技術、設備與印度廉價勞力)，達成雙邊成長，及根留台灣的雙贏局面。

本文電子檔已上傳至出國報告資訊網

## 摘 要

印度是人口眾多，幅員廣大的南亞大國，近年來世界各國皆相當看好其市場發展潛力，目前為止台商前往印度合作或投資者為數不多，本處爰積極開發，以便及早於印度市場佔有一席之地。

印度工商業界十分嚮往台灣工業之技術與設備，本處九十一年四月份首度組團參訪新德里、孟買、清耐三大印度工商業城市，不少印商隨後親自前來拜訪團員之公司，或以電子郵件洽商合作案件，反應相當熱烈。

本次訪問之主要活動為參展及舉辦洽談會，團員均深深感受到印度市場雄厚的發展潛力。所參加之 IETF 展是在國際上素負盛名之 B2B 展覽，世界各國廠商踴躍參加，團員於展覽商場獲得不少商機，回國後正持續洽商合作案件，期能早日開花結果。

孟買為印度第一工商大都會，是印度工商業最活躍之都市，故此行順道前往孟買舉辦洽談會，爭取當地商機。印度為近年來開發中國家經濟發展表現頗優異的國家，其工業製造技術雖低於台灣，但近幾年來卻快速發展。台灣近幾年正面臨經濟發展瓶頸，正可以利用印度廉價且豐沛的勞力市場，推動工業合作理念，由台灣中小企業與印度當地廠商進行貿易暨工業合作，結合雙方優勢利基（台灣的技術、設備與印度廉價勞力），達成雙邊成長，及根留台灣的雙贏局面。

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## 壹、組團目的

### 一、緣起

本處去(九十一)年四月曾組團前往印度，在新德里、孟買、清耐等三城市舉辦工業合作洽談會。當地工商業者的熱烈參與，也為參訪團員及區內公司吸引許多商機。

目前，台灣流體國際股份有限公司、台資電國際股份有限公司、台愛聯合股份有限公司等，正與印商進行洽談合作案件。為及早促使上述合作案並積極開發印度廣大市場，遂與外貿協會一同組團參加 CII 所舉辦「二〇〇三年印度工業展」並於孟買舉辦洽談會。

#### (一) 組團出國目標

1. 帶領行銷公司參加 IETF( International Engineering & Technology Fair )展覽，吸引印度及世界各國買主。
2. 舉辦洽談會，拓展印度市場，為參訪團員及區內廠商吸引更多貿易暨工業合作之商機。
3. 參觀孟買零售市場，了解其工商業型態與價格結構。
4. 參觀孟買港倉儲物流設施，發掘潛在商機及未來共同合作之利基。

#### (二) 預期商機

1. 印度係人口眾多，幅員廣大之南亞大國，近年來世界各

國皆相當看好其未來市場發展的潛力，惟台商前往印度合作或投資者尚屬不多，本處爰積極開發，以便協助區內公司及早於印度市場佔有一席之地。

2. 印度工商業界十分嚮往台灣工業之技術與設備，自九十一年四月份本處組團參訪過後，不少印商先後親自前來拜訪區內公司，或以電子郵件表達誠摯之合作意願，為進一步把握商機，藉印度舉行國際性大展前往參展，同時吸引印度及世界各地業者進行貿易暨工業合作，拓展商機。

## 二、團員名單

姓名 Name	公司名稱 Company name	職稱 Position	聯絡方式	產品項目 Products
周嚴 Joseph Chou	經濟部加工區 管理處 Economic Processing Zone Administration, MOEA	處長 Director	Tel : 07-3613347 Fax : 07-3614348 E-mail : chouyan@epza.gov. tw	加工出口區經營管 理 EPZA Management
林一全 Ian Lin	台愛聯合股份有 限公司 Tai-ai United Trading Co., Ltd.	總經理 General Manager	Tel : 04-25348640 Fax : 04-25319298 Mobile : 0926-913929 E-mail : ichuanl@hotmail. com	消費性電子產品、家 電、電機、機械、廚 具、五金及相零組件 Consumer Electronics Products/Home Appliances/Kitchen Hardware/Farming Equipment/Metal Press
張雪美 Katrina Chang	世華包裝材料國 際股份有限公司 Ipack International Co., Ltd	總經理 General Manager	Tel : 04-26567171 03-3566690 Fax : 04-26566363 Mobile : 0921-857817 E-mail : hcc34148@ms5. hinet.net	1.瓦楞紙機 2.電腦控制印刷折糊 機 3.輪轉模切機 4.釘箱機 5.全自動打包機 1.Corrugator 2.Inlin Flexo Folder Gluer 3.Rotary Die Cutter 4.Stitcher 5.Fully Auto Tying Machine



<p>李登燦 Allen Lee</p>	<p>台資電國際行銷 股份有限公司 Taiwan Information Technology &amp; Electronics Int'l Marketing Cooperation</p>	<p>業務經理 Sales Manager</p>	<p>Tel : 04-25353111 Fax : 04-25352947 Mobile : 0928-665826 E-mail : allen@mail.tite.com. tw</p>	<p>資訊軟體(ERP, MRP, CRP, 工廠自動化, 公文系統, 系統整合)、電腦週邊、電子產品 (家庭劇院, 無線擴大器及麥克風、LED 交通號誌燈及顯示版、DVD / VCD player、LCD TV、PVC 製卡機)、電子零件(晶片電阻, 電容器, 被動原件)</p> <p>1.Information Technology (IT): ERP, MRP, CRP, Production Automatic and real time monitor system, System Integration</p> <p>2.Computer peripherals:</p> <p>3.Electronics: Home Theater System, Portable wireless amplifier &amp; microphone, LED traffic signals &amp; displays and relative LED products, DVD/VCD player, CD/MP3 player, PVC card maker.</p> <p>4.Electrical components: Chip resistors, Capacitors.</p>
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<p>史慰珍 Janet Shih</p>	<p>台灣流體國際股份有限公司 Taiwan Fluid Power Int'l Co., Ltd.</p>	<p>經理 Manager</p>	<p>Tel : 04-26582477 Fax : 04-26582475 Mobile : 0932-617681 E-mail : taiwan.fluid@msa.hinet.net</p>	<p>1.各類空壓、油壓、水等流體體動設備及元件 2.專業水處理零件、設備 3.技術複轉與整廠設備輸出 4.設計、研發、製造行銷 1.Equipments &amp; Components for Hydraulic / Puenmatre, Water, Gas, Vacuum Machinery 2.Professional Water Purification Components &amp; Systems 3.Technology Transfer &amp; Whole Plant Export 4.Design, Development, Manufacturing, Marketing</p>
<p>陳士雄 Nick Chen  鄭蘋 Pin Cheng  楊智超 Chih- Chao Yang</p>	<p>均達電子工業股份有限公司 Kingdatron Electronic Industrial Co., Ltd.</p>	<p>總經理 General Manager</p>	<p>Tel : 02-28951266 Fax : 02-28958400 Mobile : 0912570866 E-mail : keic4@ms32.hinet.net  Mobile : 0910305948</p>	<p>直流對直流轉換器 電源供應器 Block 產品代理 點火線圈 DC/DC Adaptors Switching Power Supplies Switching Power Adaptors Block Products Ignition Coils</p>

陳證安 Anderson Chen	磐信開發實業有限公司 Pan Universal Promotions Co.	董事長 President	Tel : 07-5535483 Fax : 07-5535487 Mobile:0932-994738 E-mail : pupc@ms46.hinet.net	汽車防盜器 Car Security System
蔡鶴彬 Oscar Tsai	聖祐多科技股份有限公司 OmniTronix Inc. Taiwan	副總經理 Vice-General Manager	Tel : 04-25632111 Fax : 04-25614099 Mobile : 0937-195074 E-mail : sales@ms.omnitronix.com.tw	1.日光燈用 調光型電子式安定器 100V~277V 電壓用 電子式安定器 共同燈管智慧型電子式安定器 金鹵燈用電子式安定器 2.鹵素燈用 電子式變壓器 可調光式調光變壓器 不受干擾調光器 1. For Fluorescent Lamp T8/T9/T10, PL-L/PL-C/T5 Dimmable Electronic Ballasts Universal Electronic Ballasts Smart Electronic Ballasts Electronic Ballasts for CDM 2. For Halogen lamp Electronic Transformer Dimmable Electronic Transformer

江木山 Mu-Shan Chiang 沈誦芬 Paker Shen	江興鍛壓工業股份有限公司 Chian Hsing Forging Industrial Co., Ltd.	董事長 President  經理 Manager	Tel : 02-27114368 04-23592000 Fax : 04-26393989  Mobile : 0932056087 E-mail : caiang@ms5.hinet.net	汽、機車零件 自行車零件 機械零件 五金工具等鍛壓製造加工品 Auto Parts Motorcycle Parts Bicycle Parts Machine Parts Metallic Tools Forging Products
陳皆森 Chieh Shen Chen	捷鴻電業股份有限公司 Jehong Electric Co., Ltd	經理 Manager	Tel : 07-7113086 Fax : 07-7113215 Mobile : 0910793801 E-mail : jehong01@pavo.seed.net.tw	甲級電氣承裝業 水管配設 無塵室配電施工 工廠動力配電設計 高低壓電力設備申請 Electrical Engineering Piping Clean Room Electrification Factory Power & Electrification Design
陳瑞軒 Alwin Chen  郭長信 Chang-Hsin Kuo	上銀科技股份有限公司 Hiwin Technologies Corp.	業務經理 Sales Manager  經理 Manager	Tel : 04-23594510 Fax : 04-23594420 Mobile : 0918736770 E-mail : human@mail.hiwin.com.tw Mobile : 0930925998	滾珠螺桿 線性滑軌 線性軸承 制動器 線性馬達 Ballscrew Binear Guideway Linear Bearing Linear Actuator Linear Motor

羅鳳貞 Belinda Lo	僑隆機械有限公司 Chyau Long Machinery Co., Ltd.	國外部經理 Marketing Manager	Tel : 04-26394784 04-22348610 Fax : 04-26393989 Mobile : 0910506217 E-mail : chyaulon@ms12. hinet.net Mobile : 0923321997	1.混合機 2.PVC & TPR 整廠造 粒 3.搓粒機 4.磨粉機 1.High Speed Mixer 2.PVC & TPR Pelletizing Whole-Plant Equipmont 3.Complete Installations of Granulating Machines 4.Complete Installaions of Pulrerizers
陳建竹 Chien- Chu Chen		業務員 Salesman		
紀惠娟 Hui-Chu an Chi		業務助理 Sales assistant	Mobile : 0928663396	
陳中和 Mike Chen	匯商實業股份有 限公司 Huei Shang Industrial Co., Ltd.	總經理 General Manager	Tel : 02-25953031 Fax : 02-25915864 E-mail : hueishang@his-hgi. com.tw	電腦彈簧成型機 電腦壓簧製造機 電器回火爐 彈簧長度檢查機 彈簧試驗機 CNC Spring Former CNC Spring Coiling Machine Conveyor Type Electric Temper Furnace Spring Length Gage Spring Tester
陳明甫 Tony Chen				

<p>劉達士 Ta Shih Liu</p>	<p>勤旺製模股份有 限公司 Chyn Wang Molding Co., Ltd</p>		<p>Tel : 04-25231688 Fax : 04-25299886 Mobile : 0932551921 E-mail : Chyn.wang@msa. hinet.net</p>	<p>1.脫脂法精密製造技 術及整廠輸出 2.鋁合金精密鑄造鞋 類技術移轉及整廠 輸出 3.低碳鋼精密鑄造鞋 模技術移轉及整廠 輸出 4.pvc 射出拖鞋模設 計製造 1.Lost Wax Precision Investment Casting Technology Transfer 2.Aluminium Alloy Precision Casting Molding Technology Transfer 3.Low Carbone Steel Precision Casting Molding Technology Transfer 4.PVC Injection Slipper Mold Design Produce</p>
<p>吳燕珍 Diane Wu</p>	<p>立勇實業股份有 限公司 Lee Yeong Industrial Co., Ltd.</p>	<p>業務經理 Sales Manager</p>	<p>Tel : 05-5571635 Fax : 05-5571716 E-mail : agptools@ms58. hinet.net</p>	<p>磁性鑽床 木工機 電鑽 電動工具 Magnetic Core Drill Miter Saw Dia Core Drill Power Tools Cutter</p>

蘇隨昌 Diane Wu 何文欽 Pan- Chung Hsieh	車王電子股份有 限公司 Mobiletron Electronics Co., Ltd.		Tel : 04-25683366 Fax : 02-25673069 E-mail : mobiletron@more. com.tw	汽車多媒體後視鏡 電動起子 引擎點火控制器 發電機電壓整流器 發電機電壓調節器 Multimedia Video Mirror Screwdriver Ignition Module Rectifier Regulator
蔡羅根 Lo-Ken Tsai 廖營毅 James Liao	新東振機廠企業 有限公司 Hsin Tong Cheng Co., Ltd.			
鄒長青 Joan Tsou 吳賀彬 Ho-Pin Wu	中華民國對外貿 易發展 Cetra			
陳一芳 Yvonne Chen	經濟部加工區 管理處 Economic Processing Zone Administration, MOEA	課員 Assistant	Tel : 07-3600297 Mobile:0911135669 Fax : 07-3641631 E-mail : yvonne@epza.gov. tw	負責推動國際行銷 、跨國工業合作及技 術移轉 Foreign Trade promotion

### 三、行程表

#### 二月三日 星期一

05:00	搭乘新加坡航空	(SQ-029)(744)
07:10	台北出發	
11:45	抵達新加坡	(SQ-408)(772)
16:35	新加坡出發	
19:40	抵達新德里	

#### 二月四日 星期二

	新德里	佈置攤位
11:00	MANISHA SHRIDHAR, IAS Joint Development commissioner Office of the Development Commissioner Ministry of Small Scale Industries Gov. of India	拜會行程
	<b>M.P. SINGH</b> Director Ministry of Small Scale Industries Government of India	
	<b>S.M. AHUJA</b> Director Office of Development Commissioner Ministry of SSI&ARI Govt. of India	



**Dr. J.S. REKHI**

Deputy Director

Office of The Development Commissioner

Ministry of SSI&ARI

Gov. of India

**11:30 SHANKAR AGGARWAL**

Joint Secretary

Ministry of Small Scale Industries

And Agro And Rural Industries

Government Of India

**14:30 Interview with the IETF media team**

**15:45 Inaugural ceremony**

CII Chairman Mr. Subodh Bhargava 主持；President Mr. Ashok

Soota 演講

二月五日 星期三

印度工業展 IETF,2003

**11:00 RATIV BHATNGAR**

拜會行程

Chairman-cum-Managing Director

The National Small Industries

Corporation Ltd

New Delhi

**12:00 Visit to Enterprise 2003& Concurrent shown**

二月六日 星期四

印度工業展 IETF,2003

1100 hrs **Dr Y S RAJAN**  
Special Adviser to the Chief  
Minister Government of Punjab  
and Vice Chancellor,  
Punjob Technical University

拜會行程

二月七日 星期五

印度工業展 IETF,2003

10:30 **B. BHATTACHARYYA**  
Dean  
Indian Institute Of Foreign Trade

拜會行程

二月八日 星期六

印度工業展 IETF,2003

Valedictory Ceremony

二月九日 星期日

06:50 由新德里出發

Jet Airways 班機 9W-332

08:45 抵達孟買

全天於孟買拜會大型零售業者

二月十日 星期一

舉辦工業合作洽談會 (全天)

11:00-14:00 拜會 Maharashtra Small Scale Industries Development Corporation Limited (MSSIDC)

Managing Director Dr. Vijay Satbir Singh

及其高級幕僚共十人，討論目前台灣、印度及全球之經濟現況，並共商印、台雙方如何進行工業合作之議題。

15:00 拜會 Indian Merchants' Chamber, President, Suresh Kotak，討論印台合作可由機械業、流體傳動、農產品加工等行業開始，雙方就此議題熱烈討論一小時 30 分。

二月十一日 星期二

11:00-14:00 拜會孟買港港務局局長

15:00 參觀孟買港倉儲運輸物流設施。

二月十二日 星期三

00:35 由孟買出發搭乘新加坡航空 (SQ-411) (733)

08:10 抵達新加坡 (SQ-988) (744)

11:00 由新加坡出發

15:25 抵達台北

## 貳、活動

### 一、印度工業展

IETF 展為印度最大工業產品展，由印度工業協會(CII -- Confederation of Indian Industry)主辦，每兩年舉辦一次，本屆為第十五屆展出。依據展覽會主席 Mr. Subodh Bhargava 及 Mr. Sunil Kant Munjal 於展後表示：本屆共有卅六個國家參展，五萬人次以上的參觀者，帶來之商機超過一千五百二十三萬美元。本屆的印度基礎設施(infrastructure)展覽，及純屬 Business-to-Business 之展覽型態，亦為亞洲之創舉。

此次展覽包括各種工業產品如工具機、整廠設備、塑橡膠機、食品機械、包裝機械、印刷機械、模具、紡織機械設備、農機設備、五金手工具、建材、汽機車零組件、電子電機及電腦通訊等機電設備及零件等。主辦單位在本屆展覽，特別新增 5 個專業主題展館，包括：淨水產品館(Aqua India)、生物技術館(Biotech India)、印度中小企業產品館(Enterprise)、冷凍產品館(Refricon)及電焊設備館(Weld India)，供廠商參展。印度水質欠佳，淨水設備需求極高，市場龐大，商機無限。

### 二、拜會

周處長因故無法前來新德里，由駐印度代表處經濟組呂

組長錫琦代表，本處陳課員一芳陪同，CII 則派遣其 executive officer Manish Whorra 陪同前往每一個拜會行程，並安排媒體訪問，十分重視本處所組之訪問團。拜會對象之單位、職銜如下：

**4 February 2003**

**MANISHA SHRIDHAR, IAS**

Joint Development commissioner  
Office of the Development Commissioner  
Ministry of Small Scale Industries  
Gov. of India

**M.P. SINGH**

Director  
Ministry of Small Scale Industries  
Government of India

**S.M. AHUJA**

Director  
Office of Development Commissioner  
Ministry of SSI&ARI  
Govt. of India

**Dr. J.S. REKHI**

Deputy Director  
Office of The Development Commissioner  
Ministry of SSI&ARI  
Gov. of India

**SHANKAR AGGARWAL**

Joint Secretary  
Ministry of Small Scale Industries And Agro And

Rural Industries  
Government Of India

**5 February 2003**

**RATIV BHATNGAR**  
Chairman-cum-Managing Director  
The National Small Industries Corporation Ltd  
New Delhi

**6 February 2003**

**Dr Y S RAJAN**  
Special Adviser to the Chief  
Minister Government of Punjab and Vice Chancellor,  
Punjab Technical University

**7 February 2003**

**B. BHATTACHARYYA**  
Dean  
Indian Institute Of Foreign Trade

以上新德里拜會行程均由呂組長錫琦代表周處長嚴，說明台灣目前工業發展之現況，及台灣業界對印度經濟成長之重視。並表示台印雙方如積極進行工業合作將可促進雙方經濟發展，提昇印度工業技術，達成雙贏局面。印方接待官員均表達盼與台灣業界進行工業合作之意願，希望借重台灣發展之經驗，作為印度發展之借鏡。

### 11 February 2003

上午十一時至下午二時，周處長嚴由外貿協會駐孟買辦事處張主任原林陪同，拜會 Maharashtra Small Scale Industries Development Corporation Limited (MSSIDC) Managing Director Dr. Vijay Satbir Singh 及其高級幕僚共十人，討論目前台灣、印度及全球之經濟現況，並共商印、台雙方如何進行工業合作之議題。

下午三時周處長嚴由外貿協會駐孟買辦事處張主任原林陪同，拜會 Indian Merchants' Chamber, President, Suresh Kotak, Secretary General P. N. Mogre 等，討論印台合作可由機械業、流體傳動、農產品加工等行業開始，雙方就此議題熱烈討論一小時 30 分。

### 三、舉辦洽談會

參展結束後，團員赴孟買舉辦工業合作洽談會，由台北世界貿易中心駐孟買辦事處主任張原林領導該辦事處員工協助邀集當地廠商前來洽談，洽談會參加廠商踴躍，且事先安排完善，故進行當中井然有序。每位團員均有數家商機。

### 四、參觀

二月九日參觀孟買零售業，孟買係印度第一大工商城市，已有小型百貨公司及較現代化之購物中心，但整體而

言，印度之零售市場仍十分落後，以首都新德里為例，一般店面狹小擁擠，產品亦品質不佳，印度在零售業方面，仍有極大的成長改進空間。十一日參觀孟買港務局及孟買港口設備，了解當地倉儲物流設備與未來商機。孟買係深水港，港區寬闊，惟週邊基礎設施有待加強，連外交通亦頗不便，市區至港口無直接之道路，須繞過整個區域，十分不經濟。港口腹地雖大，但開發之區域有限，尚有許多投資興建之空間，惟印度一般人民消費能力不強，對物品需求仍以價位低廉為首要考量，導致生產優良品質產品之廠商，不願銷售至印度市場，致孟買港口徒有天然之優勢，卻無法充分發揮其效益。然而從另一角度去思考，亦可以解釋為孟買港口、市場，尚有許多待發展之商機，值得儘早去發掘。



## 參、印度工業協會 (Confederation of Indian Industry, CII)

IETF 為印度所舉辦之重要國際展覽之一，於業界頗負盛名，主辦單位 CII 對印度產業之影響力不言可喻。我商如欲與印度合作開發其市場，了解 CII 之組織結構、角色功能，進一步與其會員聯繫合作，將有助於業務之拓展。本次因參展之故，與 CII 互動密切，並獲贈 CII 之簡介資料，茲將其摘略如下，供未來進一步合作之參考。

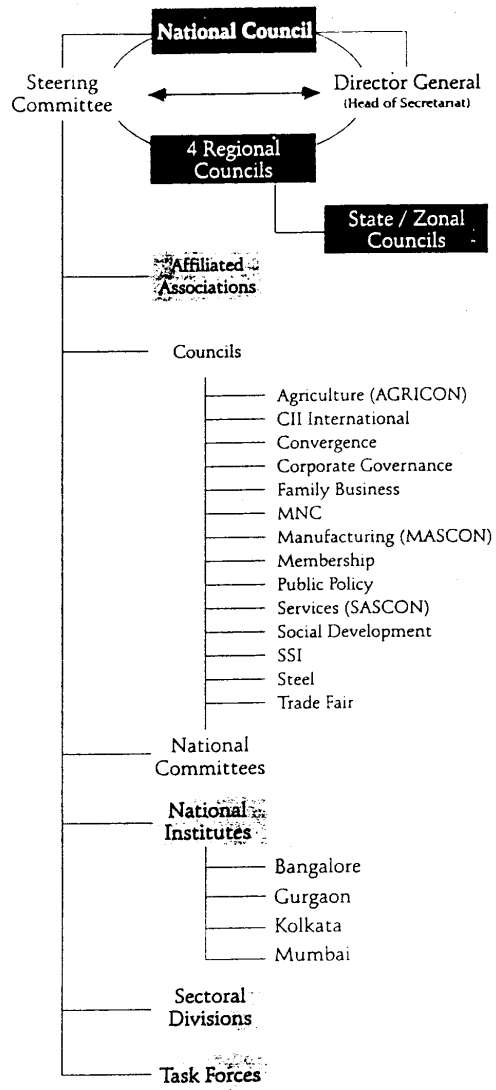
### 一、歷史

一八九五年，由五家機械公司聯手創辦 Engineering and Iron Trades Association (EITA)，當時的目的是希望向英國政府施壓，將政府的採購由全部向英國採購改為向印度當地的公司採購。其後改名為 Indian Engineering Association (IEA)，目的是希望將貿易業排除於會員之外，使成為純粹的製造業協會。直至一九四二年 IEA 是印度唯一大型機械公司的協會，而且主要的成員是英國的公司，因此無法適切反應印度公司的利益，故於一九四二年另成立 Engineering Association of India (EAI)，並成為印度商會之分支機構。至一九七四年，IEA 與 EAI 合併為 Association of Indian Engineering Industry (AIEI)，俾利代表印度機械工業更大的利益，亦盼有更大的成長與組織擴張。一九九二年，政府決定將印度的經濟自由化，又將 AIEI 更名為 Confederation of Indian Industry (CII)，之後擴張得更迅速。

## 二、組織架構

包括 national, regional, state 及 zonal councils，總部專  
注於總體的議題，區域及省 office

CII Organisational Structure



## NATIONAL COMMITTEES

COMMITTEE	CHAIRPERSON
Agriculture	Anand Mahindra
Banking	H N Sinor
Bio-Technology	Kiran Mazumdar-Shaw
Capital Goods/Engineering	Sumit Mazumder
Civil Aviation	Cyrus Guzder
Community Development	B K Jhwar
Consumer Affairs	Rakesh Mittal
Defence	Atul Kirloskar
Drugs & Pharmaceuticals	D S Brar
Disaster Management	V Suresh
E-Commerce	Lalita Gupte
Economic Affairs	Sunil Kant Munjal
Education - Vocational Training	L Ganesh
Energy	R Gopalakrishnan
Entertainment	Ekta Kapoor
Environment	Pradeep Mallick
Export/WTO	R Seshasayee
Fast Moving Consumer Goods	M S Banga
Financial Services	Hemendra Kothari
Food Regulatory	Ranjit Raj
Food Processing	Sunil K Alagh
Family Welfare (Population Management)	Madhur Bajaj
Healthcare Industry	Analit Singh
HRD	R S Pawar
Industrial Policy/Legislation	Yogesh Deveshwar
IPR & Patents	Vijay Lazarus
Industrial Relations	Arvind Doshi
Information Technology	Arun K Thiagarajan
Insurance	Rahul Bajaj
IT Enabled Services	Pramod Bhasin
Logistics	Rajeev Chandrasekhar
Media	Aroon Purie
Marketing	Shunu Sen
Petrochemicals & Chemicals	Ravi Sinha
Petroleum	M A Pathan
Public Policy	Satish K Kaura
Quality	Venu Srinivasan
Retailing	B S Nagesh
Sports	B Muthuraman
Steel	Arvind Pande
Surface Transport	Nasser Munjee
Trade Fairs	Subodh Bhargava
Technology	Udayant Malhotra
Telecommunications	S Ramakrishnan
Textiles	S P Oswal
Tourism	Maharaja Gaj Singhji
Urban Infrastructure	Vinayak Chatterjee
Young Business	Vipin Sondhi

## APEX COUNCILS

### COUNCIL

Steering Committee  
 Associations (ASCON)  
     Manufacturing  
     Services  
 Family Business  
 Infrastructure & Regulatory Issues  
 CII International  
 Social Development  
 Membership  
 Corporate Governance  
 MNC  
 Small Industry

### CHAIRPERSON

President  
  
 J N Godrej  
 Vice-President  
 M V Subbiah  
 Deepak Parekh  
 Arun Bharat Ram  
 Jamshed Irani  
 N Kumar  
 N R Narayana Murthy  
 K N Shenoy  
 C P Rangachar

## JOINT TASK FORCES

### TASK FORCE

CII – West Bengal  
 CII – Andhra Pradesh  
 CII – J & K  
 CII – Delhi  
 CII – Karnataka  
 CII – Maharashtra  
 CII Task Force on Capital Markets

### CHAIRPERSON

President  
 President / M V Subbiah (Co-chair)  
 President  
 President / D M Sawhney (Co-chair)  
 President  
 President / Baba N Kalyani (Co-chair)  
 K V Kamath

## DIVISIONS

### DIVISION

Cold Rolled Steel Strips  
 Compressed Air  
 Engineering Construction  
 Fluid Power  
 Foundry  
 Home Appliances  
 Industrial Furnaces  
 Industrial Valves  
 Instrumentation  
 Medical Equipment  
 Metallurgical Equipment  
 Mining & Construction Equipment  
 Oil & Gas Equipment  
 Oil & Gas Exploration  
 Oil & Gas Services  
 Polymer Processing Machinery  
 Precision Tubes  
 Railway Equipment  
 Safety & Fire Equipment  
 Steel Industry  
 Sugar Machinery  
 Transmission Line  
 Welding Consumables & Equipment

### CHAIRPERSON

Anil Gupta  
 D L Mirchandani  
 A Ramakrishna  
 M Seethapathy Rao  
 C R Swaminathan  
 Raj Jain  
 M K Sen  
 Purnima Beri  
 Rajiv Sachdeva  
 Anjan Bose  
 N K Nayar  
 Sumit Mazumder  
 Vivek Khushalani  
 Ajit Kaparia  
 M M Mathur  
 Anil Anand  
 V A Raghu  
 J P Chowdhary  
 Arun Khazanchi  
 M K Moitra  
 N Radhakrishna Rao  
 Ramesh Chandak  
 Sanat Bhattacharyya

### 三、全球分支機構

#### (一) CII 總部辦公室

##### CII OFFICES

##### Headquarters

23, Institutional Area, Lodi Road, New Delhi-110 003

Phone : 0091-11-4629994-7,4626164/4625407 • Fax : 0091-11-4626149/4633168

E-mail : [ciico@ciionline.org](mailto:ciico@ciionline.org) • Internet : [www.ciionline.org](http://www.ciionline.org)

##### CORPORATE OFFICES

###### **New Delhi**

India Habitat Centre, Core 4A, 4th Floor  
Lodi Road, New Delhi 110 003

Phone : 011-4682230 – 35

Fax : 011-4682229 / 4682228

Email : [ciico@ciionline.org](mailto:ciico@ciionline.org)

###### **Gurgaon**

Plot No. 249 F, Udyog Vihar - Phase IV  
Sector 18, Gurgaon - 122016, Haryana

Phone : 0124-6399109

###### **Bangalore**

Institute of Quality, Near Bharat Nagara  
II Phase, Magadi Main Road

Vishwaneedam P.O., Bangalore-560 091

Phone : 080-3289390 / 3289391

Fax : 080-3289388

Email : [ciiq@bgl.vsnl.net.in](mailto:ciiq@bgl.vsnl.net.in)

###### **Kolkata**

6, Netaji Subhas Road, Kolkata-700 001

Phone : 033-2207727 / 28 / 2201434

Fax : 033-2201721

Email : [ciier@ciionline.org](mailto:ciier@ciionline.org)

###### **Mumbai**

C/o Godrej & Boyce Mfg Co Ltd

Godrej Bhawan, 5th Floor

4-A, Home Street, Fort, Mumbai-400 001

Phone : 022-2076087

Fax : 022-2076086 / 4939463

Email : [arun.patankar@vsnl.net](mailto:arun.patankar@vsnl.net)

CII Naoroji Godrej Centre of Excellence

Godrej Station-side Colony, Pirojshanagar

Vikhroli (East), Mumbai-400 079

Phone : 022-574 5146 / 5148

Fax : 022-574 3361 / 5946

Email : [ciicoe@bol.net.in](mailto:ciicoe@bol.net.in) / [ciicoe@vsnl.net](mailto:ciicoe@vsnl.net)

## (二) 地區辦公室

### **REGIONAL OFFICES**

#### **Eastern Region**

6, Netaji Subhas Road, Kolkata-700 001

Phone : 033-2207727 / 28 / 2201434

Fax : 033-2201721

Email : [ciier@ciionline.org](mailto:ciier@ciionline.org)

#### **Northern Region**

Block No. 3, Dakshin Marg, Sector 31-A

Chandigarh-160 047

Phone : 0172-602365 / 605868

Telex : 0395-7271 CINR IN

Fax : 0172-606259

Email : [ciinr@ciionline.org](mailto:ciinr@ciionline.org)

#### **Southern Region**

35/1, Abhiramapuram, 3rd Street, Alwarpet

Chennai-600 018

Phone : 044-4660291 / 0570 / 0773

Fax : 044-4660312

Email : [cii.south@ciionline.org](mailto:cii.south@ciionline.org)

#### **Western Region**

105, Kakad Chambers

1st Floor, 132 Dr. Annie Besant Road

Worli. Mumbai-400 018

Phone : 022-4931790 / 0565 / 4930287

Fax : 022-4939463 / 4945831

Email : [ciiwr@ciionline.org](mailto:ciiwr@ciionline.org)

### (三) 海外辦公室

#### **OVERSEAS OFFICES**

##### **Afghanistan**

C/o Embassy of India, Malalai Wat  
Shahre-Now, Kabul

##### **Australia**

P.O. Box No. 91, Yarralumla  
ACT 2600, Australia  
Phone : 0061-2-62821551  
Fax : 0061-2-62324218  
Email : dgribble@bigpond.com

##### **Austria**

16, Rohrergasse 5  
A - 1160 Vienna, Austria  
Phone : 0043-1-4853398 / 4807767  
Fax : 0043-1-4807767  
Email : Hamdy\_gcc@telering.at

##### **Belgium**

Rue Antoine Breart 101  
1060 Bruxelles, Belgium  
Phone : 0032-02-5380975  
Fax : 0032-02-5372545  
Email : prajnaparamita@belgacom.net  
prajnaparamita@ciionline.org

##### **France**

6 Passage des Arts., 75014, Paris  
Phone / Fax : 0033-1-40-475481  
Email : rameshmulye@compuserve.com

##### **Israel**

20 Gelber Street - apt 27 - 7th Floor  
Jerusalem-96755  
Phone : 00972-2-6410669  
Fax : 00972-2-6410303  
Email : doweke@internet-zahav.net

##### **Italy**

Torre Uno, Strada Anulare  
San Felice 20090, Segrate (Milano)  
Talefax: 0039 - 02 - 703 - 00028  
Email: lakshmi.khanna@inwind.it

**Singapore**

South East Asian Regional Representative Office  
c/o Singapore Chinese Chamber  
of Commerce & Industry, 47 Hill Street  
# 03-02 SCCC Building, Singapore-179 365  
Phone : 0065-6-3334363  
Fax : 0065-6-8830658  
Email : ciisgp@pacific.net.sg

**South Africa**

Parktown Office Suites, 23, Wellington Road  
First Floor, Parktown-2193, P O Box 1549  
Houghton-2041, Johannesburg  
Phone : 0027-11-484 4170 / 4804849  
Fax : 0027-11-784 9278  
Email : vijay@global.co.za

**UK**

c/o Confederation of British Industry (CBI)  
Centre Point, 103 New Oxford Street  
London WC 1A 1DU  
Phone : 0044-20-78364121 / 73797400  
(Extn. 8076)  
Fax : 0044-20-72401578  
Email : mohit\_sarobar@compuserve.com

**USA**

c/o National Electrical Mfrs. Association (NEMA),  
1300 North, 17th Street  
Suite 1847, Rosslyn, VA-22209  
Phone : 001-703-8413209  
Fax : 001-703-8413309  
Email : kir\_pasricha@nema.org



(四) 印度國內分會

**STATE / ZONAL OFFICES**

**EASTERN REGION**

**Bhubaneswar (Orissa)**

Plot No. 8, Forest Park  
1st Floor, Bhubaneswar - 751 009  
Phone : 0674-531013 / 530944  
Fax : 0674-530944  
Email : cii\_bbsr@sify.com

**Guwahati (Assam)**

Maniram Dewan Road, near Assam Tribune  
Guwahati - 781 003  
Phone : 0361-662476  
Email : nandinee.kalita@ciionline.org

**Jamshedpur (Jharkhand)**

Room No. 7 & 8, Centre for Excellence,  
Jubilee Road, Jamshedpur-831 001  
Phone : 0657-225213 / 232637 / 224670  
Fax : 0657-225213  
Email : cii\_jsr@satyam.net.in

**Kohima (Nagaland)**

Jail Colony, Kohima-797 001  
Phone : 0370-243048 (O) 241483 (R)

**Patna (Bihar)**

Maurya Hotel Shopping Arcade  
2nd Floor South Gandhi Maidan, Patna-800 001  
Phone : 0612-238572  
Fax : 0612-238572

**NORTHERN REGION**

**Dehradun (Uttaranchal)**

C/o Sara Services & Engineers (Pvt.) Ltd.  
7/1 Pritam Road, Dehradun-248001  
Phone : 0135-674815 / 672395 / 640357  
Fax : 0135-673109 / 640357  
Email : sarasae@nde.vsnl.net.in

**Gurgaon (Haryana)**

C/o Hero Corporate Services Ltd.  
Palm Court Building, 2nd Floor  
20/4, Sukhrali Chowk, Gurgaon-122 001  
Phone : 0124-6309407(D) 6309457  
6339383-86 (Extn. No. 3116 / 3117)  
Fax : 0124-6309407 / 6309369  
Email : harish.kerpal@ciionline.org

**Jaipur (Rajasthan)**

D-24, Subash Marg, C-Scheme, Jaipur-302 001  
Phone : 0141-370349 / 3704871  
Fax : 0141-370428  
Email : ciijpr@satyam.net.in

**Lucknow (Uttar Pradesh)**

C-170, Nirala Nagar, Lucknow-226 020  
Phone : 0522-788060 / 63 / 65  
Fax : 0522-330513  
Email : cii.lkn@smf.sprintrpg.ems.vsnl.net.in

**New Delhi**

Gate No. 31, North Block, Jawaharlal Nehru  
Stadium, Lodi Road, New Delhi-110 003  
Phone : 011-4362451 / 4365689  
Fax : 011-4362451  
Email : ratika.jain@ciionline.org

**Noida (Uttar Pradesh)**

C/o Jubilant Organosys Ltd.  
Plot No. : I – A, Sector : 16 – A  
Institutional Area, Noida-201 301 (U.P.)  
Phone : 0120-4517325 / 4594838  
Fax : 0120-4517327  
Email : pikender.pal.singh@ciionline.org

**SOUTHERN REGION****Bangalore (Karnataka)**

No.1086, 12th Main, HAL 2nd Stage  
Indiranagar, Bangalore-560 008  
Telefax : 080-5276544 / 5276545  
Email : ciiblore@bgl.vsnl.net.in

**Coimbatore (Tamil Nadu)**

Raheja Centre, 1074 Avanashi Road  
Coimbatore-641 018  
Phone : 0422-214709 / 218410  
Fax : 0422-214709  
Email : ciicbe@md4.vsnl.net.in

**Hyderabad (Andhra Pradesh)**

H. No. 544, Street No 7  
Lane Opp. Mosque Road No. 3  
Banjara Hills, Hyderabad-500 034  
Phone : 040-3547499 / 8803  
Fax : 040-3547482  
Email : ciihyd@hd2.vsnl.net.in

**Kochi (Kerala)**

Building No. 27/2567, L-I, Plot No. 471  
Opp. Cochin Passport Office  
Panampilly Nagar, Kochi-682 036  
Phone : 0484-313441  
Telefax : 0484-312615  
Email : ciicoc@md4.vsnl.net.in

**Madurai (Tamil Nadu)**

Plot No. 465, First Floor  
Bharathi Street, K K Nagar, Madurai-625 020  
Telefax : 0452-580747  
Email : ciimdu@sancharnet.in

**Mysore (Karnataka)**

8/1/A, Temple Road  
Jayalakshmiapuram, Mysore-570 012  
Phone : 0821-516319 / 517003  
Fax : 0821-515513  
Email : ciimys@sancharnet.in

**Trichy (Tamil Nadu)**

6A Lawsons Road, 5th Floor, Ganesh Complex  
Opp. to St. John's Vestry High School  
Cantonment, Trichy-620 001  
Phone : 0431-410641 / 410655  
Telefax : 0431-410655  
Email : cii-trichy@eth.net

## **WESTERN REGION**

### **Ahmedabad (Gujarat)**

203-204, Sears Towers, Gulabi Tekra  
Panchvati Ellisbridge, Ahmedabad-380 006  
Phone : 079-6469843 / 6469346  
Fax : 079-6462878  
Email : ciiguj@adl.vsnl.net.in

### **Bhachhau (Gujarat)**

Bhachhau Cross Road, near State Bank of India  
Bhachhau, Gujarat  
Phone : 098-250-82859

### **Bhopal (Madhya Pradesh)**

E-1/212, Arera Colony, Bhopal-462 016  
Phone : 0755-271824 / 563361  
Fax : 0755-562037  
Email : ciimp@sancharnet.in

### **Goa**

C/o V S Dempo & Co Ltd  
1st Floor, Dempo House, Campal Panaji  
Goa-403001  
Telefax : 0832 - 422790 / 422796  
Email : ciigoa@satyam.net.in /  
ciigoa@goatelecom.com

### **Gwalior (Madhya Pradesh)**

C/o SRF Ltd., Industrial Area, Malanpur-477 116  
Phone : 07539 79227 / 79228  
Fax : 07539 83427  
Email : gauri.bhasin@ciionline.org

### **Indore (Madhya Pradesh)**

C/o Eicher Motors Ltd  
3rd Floor, 22/2 Yeshwant Niwas Road, Indore  
Phone : 0731-241694  
Fax : 0731-432913  
Email : ciiindore@sancharnet.in

### **Pune (Maharashtra)**

Bungalow No. 2, Ganeshkhind Road  
Near Rahul Cinema, Pune-411 005  
Phone : 020-5536159 / 590 / 5534296  
Fax : 020-5536892  
Email : ciipune@pn2.vsnl.net.in

#### 四、年度會議

- (一) 年度大會 CII Annual National Conference：與產、官、學、社會互動，作為政策、意見與腦力激盪之交流平台，以朝永續發展與縮小貧富差距而努力。
- (二) 印度經濟高峰會 India Economic Summit: 自一九八四年開始每年舉行一次，為南亞地區主要年度會議之一，與會者為政治領袖、工商領袖、意見領袖、多國企業之資深代表、國際資本家等，齊聚一堂探討印度經濟改革之進程與議題。

#### 五、主要功能

- (一) 協助印度中小企業：提供先進技術、市場商機、融資資訊及協助取得 ISO 認證等。
- (二) 提供 WTO 諮詢服務：參與 WTO 部長級會議，提供意見，分析加入 WTO 對各種小型企業及特定產業的衝擊。
- (三) 發揮對公共政策之影響：以會議型態與國會議員、政黨與非政府組織對話，建立對經濟、政治、社會議題之共識。
- (四) 舉辦展覽：赴海外舉辦 Made in India Show；每二年舉辦著名之 IETF 及 Auto Expo 及其他各種不同行業之展覽。

(五) 印製各種產業相關之出版品，提供重要產業資訊供業者參考。

## 六、CII 在印度市場之重要性與未來合作之展望

CII 為印度工業界最重要的協會，其分會及海外分支機構遍佈印度全國及世界各地，稍有規模之印度工業界均為 CII 之會員，其影響力自不同凡響，本處與 CII 建立密切之合作關係，將成為我業者進入印度市場的一項助力。

CII 為非政府、非營利、產業導向及產業管理之組織，對印度的經濟發展具有莫大貢獻。超過一百年歷史，近五千家直屬會員，包括公、私部門、中小企業及跨國公司，間接會員超過五萬家公司，來自 226 個國際及區域性組織。CII 在印度境內有 35 個分會，於海外有 11 個分會散佈於阿富汗、奧地利、澳洲、比利時、法國、以色列、義大利、新加坡、南非、英國、美國，同時在九十二個國家中有 199 個合作夥伴組織，與政府密切工作，對政策議題有催生功能，並促進政府效能與競爭力，擴大產業商機並建立全球網絡，CII 可說是印度產業與全球產業的連結樞紐。

#### 肆、心得與建議

本次訪問之主要活動為參展及舉辦洽談會，團員均深深感受到印度市場雄厚的工商業潛力。由於 IETF 展在國際上素負盛名，故世界各國參展踴躍，看展人數亦多，是相當成功之 B-2-B 展覽。參展廠商均獲得不少商機，回國後正持續洽商合作案件中。

孟買舉辦之洽談會參加廠商亦十分踴躍，孟買為印度第一工商大都會，為印度工商業最活躍之都市。印度幅員廣大，人口稠密，近年來是開發中國家經濟發展表現優異的國家之一，其工業製造技術雖低於台灣，但近幾年來卻能集中全力快速發展。而台灣近幾年正面臨經濟發展瓶頸，正可以利用印度廉價且豐沛的勞力市場，實現加工區管理處周處長嚴所推動之貿易暨工業合作理念，由台灣中小工業與印度當地廠商合作，結合雙方優勢利基（台灣的技術、設備與印度廉價勞力），達成雙邊成長，及根留台灣的雙贏局面。

# Straight Drive To Subcontinent

ONCE more the United Kingdom is represented by a strong delegation at the CII flagship's event IETF 2003. Trade partners UK (TPUK) and the international Trade Team in North Manchester Business link have joined forces to ensure that the UK's automotive and engineering industry is well represented.

The global automotive industry has gone through a period of unprecedented change in recent years but, despite intensive global competition, British companies are still very well placed to capture business overseas. With a reputation for providing leading edge technology and solutions-one has to only look at the UK's dominance in Formula one and other motor sports-British expertise is as much in demand as ever before.

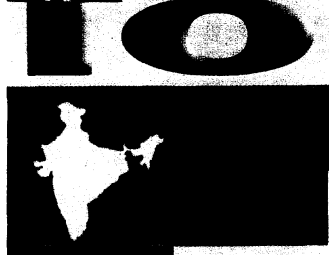
Export business represents a vital element of the modern British automotive sector, which make up about 8 percent of the global industry. The UK industry, which now employs around 850,000 people including 150,000 in the components sector and 300,000 in retail and distribution has a combined turnover of around \$40 billion.

The development of this sector is a key priority of the Trade partners UK, the automotive Directorate of the Department of the Trade and

Industry (DTI) and the apex trade association, the Society of Motors Manufacturers and Traders (SMMT). A number of important markets have also been identified as offering strong potential for the British companies and India is among the most exciting and significant.



KEN HUNT



TPUK's Business Centre will host the visiting companies as well as highlight the services. TPUK can

offer a wide range of services including:

- providing names of the British suppliers and manufacturers to meet your import demands
- contact details of the suitable UK companies for joint ventures and technology transfers
- passing on your details to appropriate UK companies if you wish to act as an agent on their behalf
- informing you on the forthcoming visits by British Trade mission to India

- notifying British Manufacturers and suppliers of your interests if you are planning a business visit to UK
- details of the forthcoming trade fairs and exhibitions to UK
- practical advice on setting up your operation if you are planning on investing in the UK.

As part of the TPUK team visiting India for the AutoExpo, Ken Hunt, Trade and investment advisor says, "The challenges faced by vehicle

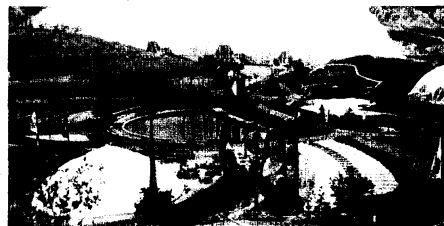


manufacturers and component suppliers are common both to the UK and India. Globalisation of the auto industry has increased the needs to find partners around the world to stay ahead of the competition."

"India and the UK have tremendous synergy and enormous scope for future collaboration, not

only on existing technology and processes, but also on future developments to the mutual benefit of both countries," observed Ken Hunt.

For more information contact Neil Brigden or V.Eshwaran at British High Commission 0112 6872161 or neilbrigden@fco.gov.uk



## CZECHS LOOK FORWARD TO BETTER TRADE TIES WITH INDIA

THE Czech Republic minister of Industry and Trade, Mr. Jiri Rusnok, called for greater Indian investments in Czech Republic to push further the Indo-Czech trade ties. He said Czech companies were equally keen to enter into new joint ventures in engineering, automotive and environmental protection areas in India.

Speaking at the inaugural business meet of the Czech delegation in the 15th International Engineering and Technology Fair, he pointed out that the Czech Republic will become a member of European Union by May 2004 thus giving access to the EU markets. Czech Republic is today one of the most favoured investment destinations of Eastern Europe.

He pointed out that amongst the new investments that have poured into the Czech Republic include the Indian acquisition of the largest Czech metallurgical plant-Nova Hrad by LNM Holding N.V. and International restaurants and catering group in Prague owned by an Indian entrepreneur.

Similarly, the Czech have also made significant investments in India in recent years. Amongst the major investments include, TATRA-Udyog, a joint venture for manufacture of commercial

vehicles and heavy-duty trucks for the Defence forces, in Hosur, Tamil Nadu; Skoda Auto venture in Maharashtra and renovation and modernisation of a thermal power plant in Ennore, Tamil Nadu.



The minister is leading one of the largest delegations to this year's IETF. Over 35 Czech companies are participating and of these 20 companies are participating in the trade fair, while 15 others are accompanying the minister as part of the business delegation to explore possibilities of forging ties with Indian partners.

He said since 1990s both Czech

Republic and India have pushed through many structural changes, which has opened up new opportunities for the two countries to tap and carry forward the strong relationship.

"The trend of mutual trade between the Czech Republic and India has seen an increase during the previous five years with the last year making a record volume of the decade. According to the preliminary data of Czech statistics, the value of Czech-Indian trade in 2002 amounted to approx. USD 250 million, indicating that Czech and Indian business partners may be

finding new dimensions of growth for the future" said Mr. Jiri Rusnok.

As for the future of mutual commercial and economic cooperation, the Czech side is of the opinion, that the volume of mutual trade, so far achieved, still does not correspond to the possibilities of both economies and lacks behind the existing potential.

Therefore, it would be desirable for both sides to make efforts for exploring and identifying further ways for trade expansion, including direct cooperation contacts between Trade Promotion Organizations, encouraging our corporate sectors to identify commercial and industrial projects for further cooperation and developing all possible support for finalising at least some of the projects currently under discussion.

Mr. Rusnok said the "Czech Republic looks upon India as an interesting and promising trade partner". Speaking to the media at the IETF media center he said "A potential list of ventures have been drawn up and is being actively pursued."

He looked upon this visit by the Czech delegation as an extension of the efforts put in by the two countries that started with the visit of the Indian Minister for Heavy Industries, Mr. B.V. Patil, in October 2002 to Czech along with an Indian business delegation.

### INTERVIEW

**LUKE H. LU**  
Director  
Taipei Economic and Cultural  
Center New Delhi

Excerpts from a conversation

#### INDIA AND TAIWAN

Our economy is mainly driven by Small and Medium-scale Enterprises (SMEs). They are not comparable with India's Small Scale Industries (SSIs). We would call them micro enterprises. Our SMEs supply to big manufacturers. Our products are competitively priced and technologically at par with other global products.

#### IETF

The fair is a great opportunity for us to establish contact and get us more customers. We are here to test the market and know the customers. Earlier, we have been to Mumbai, Chennai and Delhi. We got a good audience and the response was very encouraging. Its lesson for the world is small is beautiful. Eighty percent of our exports are coming from SMEs. ASEAN has a special programme on Small and Medium scale industries.

They are sending people to our country to learn the experience of the industry. We are very strong in hardware and we have better facilities to complete delivery in a small span of time.





Photograph: PURLUSOTTAM SHARMA

## Opportunities Above And Beyond

IETF 2003, unprecedented in its scope, will see the participation of 30 countries over four days of events, exhibitions, conferences, launches, focus business fairs and the Indian Infrastructure Show.

As IETF chairman Subodh Bhargava says, satisfaction is in seeing the return of companies from abroad to participate again in IETF India. Currently, almost all participating countries have been at the IETF before and are returning to

showcase their business strengths. Apart from the 30 countries, currently at IETF, China has been instituted as the partner country.

IETF, which instituted the partner country regime into its trade fairs has come a long way since 1985, when Italy was the partner country. From 18 partner country companies, IETF 2003 will have a Chinese company participation of 115. The highest partner country company parti-

cipation was in 2001 with 170 Spanish companies participating in the fair.

Companies participating in the India Infrastructure Show include VA Tech Wabag and Plasser from Austria, Bombardier Transportation and Ontario Exports from Canada, Grundfos Pumps of Denmark, Alcatel of Germany, Khemka Instruments of Hungary, Pedrollo of Italy, the Construction Industry Development Board, Inai Kiara,

Q-Free, UE Construction, Bumihiway Ventures, ACP Industrieis, DJ Road Services and IJM Corporation and Ranhill Civil of Malaysia, Khyati Nilum Associates and Khemka Instruments from Russia, ICS Interroll of South Africa, MTH India Pvt Ltd and BMH Marine of Sweden, Jebel Ali Free Zone and Hamariyah of the United Arab Emirates, Pentair India, Woodward Governor, Cedarapids and Humboldt of USA. ♦

### Canada in IETF 2003

Canadian companies will be present in force at the India Infrastructure Show and associated events this year, showcasing a wide range of products and expertise available for use in India. Leading Canada's participation will be the Honourable James Flaherty, Minister of Enterprise, Opportunity and Innovation for the Province of Ontario, Canada. Five companies will participate in the Canadian pavilion in AQUA INDIA 2003, where they will present their rural, urban and industrial water management goods and services. Canada will also have a major presence at Biotech India, which will be associated with the Infrastructure Show. A large delegation of senior scientists and biotech and agri-bio companies will participate in this event, led by Dr. Arthur Carty, President of the National Research Council

### LETTER FROM CZECH REPUBLIC

Dear Business Friends,

It is a pleasure for me to address you on the occasion of official participation of the Czech Republic at the International Engineering & Technology Fair - 15th IETF 2003 - international exhibition organized by the Confederation of Indian Industries at Pragati Maidan, New Delhi.

The Ministry of Industry and Trade of the Czech Republic, as the organizer of Czech exposition, and participating Czech companies are delighted to take this opportunity of presentation in order to strengthen existing business connections and enter into new contacts with our partners in India. A long and fruitful tradition of Czech-Indian relations including commercial and economic ties provides in this connection a solid basis for further perspectives. The trend of mutual trade between the Czech Republic and India has seen an increase during the previous five years with the last year marking a record volume of the decade. According to the preliminary data

of Czech statistics, the value of Czech-Indian trade in 2002 amounted to approx. USD 250 million, indicating that Czech and Indian business partners may be finding new dimensions of growth for the future.

Czech producers and exporters can build on the great tradition of India's industrialization in which they participated through supplies of complete plants and equipment for metallurgy, power generation, production of machine tools, tractors and other areas. Today, Czech companies offer a broad range of machinery and technologies for the reconstruction and modernization of Indian industrial, transport and defence infrastructure as well as for the protection of environment.

Of course, business is not a one-way avenue. Also Indian exports to the Czech Republic show an upward trend with growing share of finished products.

A major impetus for development of mutual relations has been the exchange of high-

level delegations from both sides, namely Czech Prime Minister's visit to India in 2001. Recently, Mr. B.V. Patil, Minister of Heavy Industry and Public Enterprises, Govt. of India, visited the Czech Republic, while the present visit of Mr. Jiří Rusnok, Minister of Industry and Trade of the Czech Republic is coinciding with the timing of 15th IETF 2003. The official Czech exposition at the International Engineering & Technology Fair 2003 in New Delhi and other programmes for trade promotion are specific activities of the Ministry of Industry and Trade of the Czech Republic aiming at further development of cooperation between the Czech Republic and India. Together with Czech companies and their representatives, I am looking forward to your visit in the Czech exposition.

Dr. M. Okrouhly  
Director of the Official Czech Participation International Engineering & Technology Fair - 15th IETF 2003 Pragati Maidan, New Delhi

### opinion from abroad

"We are traditional business partners. In IETF, we are participating to fly high the flag of business cooperation and to expand our business in India."

—Dr. Miraslov

OKROUHLY, Director, Asia Department Ministry of Industry and Trade, Czech Republic

"India is a big opportunity for us. It is first time that my company is participating in this fair. I look forward to get new clients and market."

—Yuan Youzhong

Senior Project, Manager Nutech Company Limited, Beijing, PRC

"India is a huge market. Both sides can get benefits, if we work together. IETF gives us the opportunity to get more contacts and clients."

—Luke H. Lu, Director, Taipei Economic and Cultural Center, New Delhi

"We take IETF as an opportunity to test the market for our products."

—Chen Xi Guo, Manager, Wenzhou Dongfeng Packing Machine Factory Wenzhou, Zhe Jiang, PRC

International visitors on 5 February are Czech Minister for Industry & Trade Jiří Rusnok with a delegation, Bombardier Transportation Vice President Eran Gartner with a business team, Global Railway Engineers MD Axel Martin, Tunisian Ambassador Elyas Kasri with a business delegation, Tunisian Federation of Automobile Components president, Danish Deputy Prime Minister, Libyan NGECEO Benghazi Arif Islam and Sri Lankan Transmec Engineering Marketing Director CP Guhashanka.

## Danish Participation In IETF

The Indo-Danish economic relations have traditionally evolved around Denmark's development assistance to India. Denmark recognises India's reforms and capabilities to emerge as a major economy in the 21st century. HE Mr. Michael Sternberg, Ambassador of Denmark in India says, "India's achievements in information technology, telecommunications and biotechnologies are becoming recognised by trades and industries in Denmark. And we are aiming at strengthening bilateral trade inter alia through economic relations and promoting joint ventures and investments in either country."

Since 1998-1999 bilateral trade between India and Denmark has gone up by 9% to US\$ 337 million in 2001-2002. The Balance of Trade has remained in India's favour and has increased from US\$ 27 million in 1999-2000 to US\$ 58 million in 2000-2001. India's exports to Denmark reached almost US\$ 212 million in the 2001-2002 financial year, registering a growth of 6% compared to the year before. Denmark's imports from India constitute less than 0.5% of Denmark's global imports. India's imports from Denmark have declined from US\$ 154 million in 1999-2000 to US\$ 125 million in 2001-2002. Denmark ranks as the 30th biggest foreign investor in India. Denmark's Foreign Direct Investment (FDI) in India was about US\$ 5.45 million in 2000.

During the past decade, a total of



180 Indo-Danish joint ventures have been formed in India, out of which 18 came into existence last year. Much of the action in this area is a result of the activities of the Danish Ministry of Foreign Affairs' Private Sector Programme and the Danish Industrialization Fund for Developing Countries (IFU), which through participation with equity capital has been instrumental in establishing a large number of Indo-Danish joint ventures.

A showcase of Danish companies has been organised by Royal Danish Embassy in Hall 13 at Pragati Maidan, New Delhi. 12

companies based in Denmark as well as companies in India are participating in the Danish pavilion and they are - Prime Cargo A/S, Hvidtved Larsen A/S, Vestas Wind Systems A/S, KE-Burgmann A/S, Per Aarsleff A/S, L M Glasfiber (India) Limited, L&T - Rambøll Consulting Engineers Limited, Migatronic India Private Limited, NEG Micon (India) Pvt. Ltd., Kampsax India (P) Limited, Group IV Falck A/S and York Refrigeration India Limited.

Mr. Rajnish Singh, Royal Danish Embassy adds that few companies are leaders in suppliers of products

like Wind Technology, Wind Turbines, Blades for Wind Turbines, Welding Machines, Security Services Provider, etc. Over and above, present in the pavilion are largest supplier of Airconditioning and Refrigeration Equipment, Expansion Joints, GIS & Digital Cadastral Mapping, Engineering Consultancy focussing on Infrastructure, Civil Engineering & Contracting firm specializing in piling and rehabilitation of pipelines, Sewer Cleaning Tankers and a leading forwarding company offering different shipping solutions.

## From The Cradle Of Football and Samba

In IETF 2003, Brazil is represented by the Embassy of Brazil in India. The Embassy is acting as a facilitator of Brazilian companies for the fair. Major Brazilian exports to India are crude petroleum oil, crude soabean oil, sugar cane and cotton, motor vehicles with engine, acrilonitrila, iron ore, asbestos fibre, parts and accessories for tractors and automobiles, ethylene glycol and styrene-butadiene rubber.

Industry in Brazil accounts for 20% of national production, agriculture for another 20% and the services sector, 60%. The majority of the Brazilian population is concentrated within urban areas, particularly in major cities.

Brazil's urbanisation index is 75%, rising to 93% in some regions, as in the case of the state of São Paulo.

Inflation has been the most distinctive feature of the Brazilian and most of the other Latin American economies.

With the 1974 oil crisis, inflation rose once again and the military government announced the start of the open policy process. The second oil shock in 1979 and the foreign debt crisis in 1982 marked the beginning of a very difficult period

for the Brazilian economy, with the interruption of foreign loans and

with an increase in the inflation rate to unheard of levels, even for Brazil.

The present government has been extremely speedy and efficient in the privatisation strategy. The entire national iron and steel sector is now in the hands of private enterprise, together with the petrochemicals and fertilisers sector. The electricity sector in the area of distribution and regional generating has been completely privatised, with the exception of the major hydroelectric plants, such as Furnas, CESP plants, state, and the São Francisco Hydroelectric Power Central Stations, among the most representative names. The entire telecommunications sector - Telebrás and the various state telephone companies, both the fixed and mobile telephony - was privatised in the second half of 1998. Thus, privatisation is no longer a priority in the government's strategy, since it has practically been completely implemented.

The Brazilian economy has a high growth potential and a considerable consumer market even taking account of income distribution which, according to 1995 data and focusing on just six of Brazil's nine metropolitan regions, has resulted in the 20% better off in those regions receiving 63% of income, whilst the 50% worst off get

just 12%. According to other indicators and with research into world living conditions, carried out by the UN in 1996, the average income of the best off 10% of the population is around 30 times greater than the average income of the 40% worst off. In other countries, where income is more evenly distributed, the better off earn on average ten times more than the worst off.

Investment in the manufacture of cars, TVs and other electronic equipment, cable

TV, subscriber TV, beer and soft drinks, cement and other products for the domestic market, has been climbing rapidly since 1994 - which demonstrates private sector expectations in relation to the good performance of the economy and in particular, growth in the domestic market which was so badly affected by the instability that prevailed in the country since the mid 1980s.

Perhaps this is Brazil's most positive and promising feature. A nation with an Iberian heritage and an authoritarian culture, with a highly unstable political past, that holds prosperity and liberty as its most important aspirations. These features lead to the conclusion that Brazilian society as well as its economy are going through a period of great transformation that is both promising and yet difficult to

achieve.

Within the Ministry of Foreign Relations of Brazil, the Trade Promotion

Department (DPR) is in charge of proposing, managing and executing policy related to Brazilian Trade Promotion in its various aspects. DPR encompasses three units or "divisions", which conduct the procedures emanating from the policy strategy of the Trade Promotion Department. As the Department responsible for the Brazilian Trade Promotion System, DPR, ultimately, manages and supervises its units to best assist the Brazilian business community in its export effort. On the one hand, through the Brazilian Trade Promotion work (BrazilTradeNet), DPR not only guarantees the diffusion of both trade and investment opportunities, but also acts as a facilitator of technology transfer to Brazil. On the other hand, DPR heads and guides the organization of events aiming at promoting Brazilian productive and technological image (fairs, exhibitions, business missions, investment seminars).

Apart from that, DPR supports as well activities focused on enhancing flows of tourism to Brazil. Pavilion By Section Chief Import and Export Shaanxi Qinchuan Machinery Development Co. Ltd

## Small Is Beautiful

The China External Trade Development Council was founded in 1970 in a joint effort by business and government leaders of Taiwan, ROC. CETRA was initially given a mandate to promote trade by assisting domestic firms in Taiwan extend their marketing overseas.

As Taiwan's place in the world trade market grows, CETRA's role in promoting trade has also expanded. Today from its headquarters in the Taipei World Trade Centre, CETRA offers a complete array of trade related services to both the domestic and foreign business community.

Its major functions include: answering trade inquiries, offering up-to-date trade information on Taiwan and overseas markets, promoting new product design, hosting trade seminars and training courses, and assisting local business people to participate in overseas trade shows. CETRA is also very much involved in the development of a domestic high technology base and distinctive Taiwan product brands. Together with its sister organisation, Far East Trade Services Inc.

(FETS), CETRA has more than 40 representative offices spanning the globe from Europe to Africa, Asia, North and South America. In addition, CETRA has three domestic branch offices in Taichung, Tainan and Kaohsiung.

There are tremendous business opportunities to be found in Taiwan's dynamic economy. Moreover, Taiwan's location, infrastructure and capital make the island a natural

Spring-board for business operations throughout Asia and the Pacific Rim.

Yvone Chen from the office of DC Exports Promotion Council, "Our economy is mainly driven by Small and Medium-scale Enterprises (SMEs). They are not comparable with India's Small Scale Industries (SSIs). We would call them micro enterprises. Our SMEs supply to big manufacturers.

She adds, "The fair is a great opportunity for us to establish contact and get us more customers encouraging.

## International Visitors on 7th Feb.

Jim Flaherty, Minister of Enterprise, Opportunity and Innovation, Canada, Dr Terry McIntyre, Chief Environment and Biotech, Canada, Dr Cary, President, National Research Council, Canada, Delegation led by Mr Selliere, President MEDEF Anful Islam, Chief Executive, NGEC Benghazi, Libya, William Sutton, President ARI, USA

## 二、孟買洽談會參加印度廠商名單

	Company	Contact Details
1.	Abdulkader Mohamedali & Co.	Taher Building, 33, Bhandari Street Mumbai – 400 003 CP: Mr. Shabbir Kathawala Des: Proprieter Tel: +91- 22 - 23425898 Email: shabbir21@hotmail.com
2.	Altos Electronics	Plot No.8, State Bank Colony, Shahu College Road, Pune - 9. CP: A. K. Thete Des: Managing Director Tel: 020-4449144 Fax: 020-4440573 Email: anirudha@giaspn01.vsnl.net.in.
3.	Anatronic General Company Pvt. Ltd.	95, Parijat, N. S. Road, Mumbai 400 002. Des: Sr. Engg. Tel: +91- 22 – 22811539 Fax: 022-22811792 Email: anatronic@vsnl.com.
4.	Antimu Engineering Company P.Ltd.	103-A ,Hiren Industrial Estate , Mogal Lane ,Mahim ,Mumbai-400016 CP: Mr.Sharad Tel: +91-22-24441146, 24442204 Email:antimu@giasbm01.vsnl.net.in
5.	Arihant Products	B-1, Basement, Bombay Wire Compound, I B Patel Road, Goregaon E, Mumbai - 400 063 CP: Mr. Girish K. Mehta Des: Partner Tel: +91- 22 – 26859816/59793 Fax: +91 – 22 – 26859795 Email: arihantproducts@vsnl.net.
6.	Aryan (India)	42/F, Rasool Jiwa Compound, K. Khadye Marg, Jacob Circle, Mumbai - 400 011 CP: Sanjay Sheth Des: Partner Tel: +91- 22 – 23090918 Fax: +91-22-23088551 Email: aryanindia@vsnl.com
7.	Bombay Machinery Stores	158/60, Narayan Dhuru Street, Mumbai – 400 00 Des: Partner Tel: +91- 22 – 23432552 Fax: +91- 22 – 23423477 Email: bms@bom5.vsnl.net.in.

8.	Bommidala Filaments Ltd.,	107/108, B-Wing, Rolex Shopping Centre, Goregaon West, Mumbai - 400 062 CP: Mr. Mukesh Des: A.G.M. Tel: +91- 22 - 28742872 Fax: +91- 22 - 28746015 Email: <a href="mailto:bompower@vsnl.net">bompower@vsnl.net</a>
9.	CAM Tools	301, VTM Building Mehra Compound, Opp. Orkay Mill, Andheri Kurla Road, Sakinaka, Andheri East Mumbai CP: Paresh Panchal Des: C.E.O. Tel: +91- 22 - 28511647/28521358 Fax: +91- 22 - 28527742 Email: <a href="mailto:paresh@digitaltoolroom.com">paresh@digitaltoolroom.com</a> .
10.	Caprihans India Ltd.,	D Block, Shivsagar Estate, Dr. A.B. Road, Worli, Mumbai - 400 018 CP: V.N. Subramanian, Ajay Chaubal Des: Business Manager, Reg. Manager (Exports) Tel: +91- 22 - 24960636 Fax: +91- 22 - 24960693 Email: <a href="mailto:vnsbramania@caprihansindia.com">vnsbramania@caprihansindia.com</a> .
11.	Diamax Industries	6, Patil House, Vijay Nagar, Nr. Kohinoor Indls. Est. Opp. W.Expr.Highway, Goregaon - East, Mumbai Des: Directors Tel: +91- 22 - 28744617/28786878 Fax: +91- 22 - 28744617 Email: <a href="mailto:diamaxind@hotmail.com">diamaxind@hotmail.com</a>
12.	Product Dossier Software Co.Pvt.Ltd.,	18, Ashok Sankul -I, Ashok Nagar, Pune - 411007. Des: Director Tel: +91- 20 - 5510775 Fax: +91- 20 - 5510648 Email: <a href="mailto:skumar@productdossier.com">skumar@productdossier.com</a> .
13.	Feedback Electronic Control Systems Pvt. Ltd.	A-218, Amargian Indl. Estate, Opp. S T Work Shop, LBS Marg, Thane, Mumbai 400 601 CP: Mr. Amit Chankraborty Des: CEO Tel: +91-20-25473929 Fax: +91-20-25473943 Email: <a href="mailto:feedcon@vsnl.com">feedcon@vsnl.com</a> .
14.	Excel Hydro Pneumatics Pvt. Ltd	51/49, Raja Industrial Estate Mulund West, Mumbai 400 080 CP: Albert Rayan Des: MD Tel: +91-20-25683291/55974232 Fax: +91-20-25645538 Email: <a href="mailto:excel@bom2.vsnl.net.in">excel@bom2.vsnl.net.in</a> .

15.	GNH International	16, Laud Mansion, 2 <sup>nd</sup> Floor, M. Karve Road Mumbai 400 034 CP: Piyush Gupta Des: Exim. Manager Tel: +91-20-24931130 Fax: +91-20-24949824 Email: <a href="mailto:pivush_19@hotmail.com">pivush_19@hotmail.com</a> .
16.	Golden Indoven Exim Pvt.Ltd.	1, Contractor Bldg., Gr. Floor 15, Vaju Kotak Road, Fort, Mumbai 4000001 Des: Director Tel: +91-20-22695255 Fax: +91-20-22616235 Email: <a href="mailto:goldenindoven@hotmail.com">goldenindoven@hotmail.com</a>
17.	Hazari Trading Company	296, S.B. Road, Fort, Mumbai 4000001 CP: L T Hazari. Des: Proprietor Tel: +91-20-22696969 Fax: +91-20-22695709 Email: <a href="mailto:hazari@vsnl.com">hazari@vsnl.com</a> .
18.	Indiana Current Control Ltd.,	106, Vason Udyog Bhavan, Mumbai 400 013 Des: Managing Director Tel: +91-20-24939803 Fax: +91-20-24939803 Email: <a href="mailto:iccl@vsnl.com">iccl@vsnl.com</a> . & <a href="mailto:iccl@indiatimes.com">iccl@indiatimes.com</a>
19.	Industrial Rubber Corporation	C/507, Shirin Soharab Palace Nariman Road, Veleparle East Mumbai 400 057 CP: P.M. Desai Des: PRO Tel: +91-20-26141679 Fax: +91-20-26144099 Email: <a href="mailto:asit@bom7.vsnl.net.in">asit@bom7.vsnl.net.in</a>
20.	Infotech Resources Ltd	103, Chitirkoot, 1065, Chaturshrungi Road Pune 4111 016 CP: Vijay Chattur Des: Managing Director Tel: 91-20-5679176 Fax: 91-20-5671833 Email: <a href="mailto:itresources@vsnl.com">itresources@vsnl.com</a> .
21.	Inteloverseas Marketing (I) Ltd,	A-1502, Valencia, Central Avenue Road, Hiranandani Gardens, Powai, MUMBAI 400076 CP: Hari Prakash , Jitin Upadhyaya, Nitin Upadhyaya Des: Directors Tel: +91-20- 25797537/03775/9820512288/9820081010 Email: <a href="mailto:jitin@inteloverseas.com">jitin@inteloverseas.com</a> . & <a href="mailto:hari@inteloverseas.com">hari@inteloverseas.com</a> .

22.	J. Mangson & Company	Plot A-483, Road No.24, Wagle Indsl. Estate, Thane, Mumbai. CP: Mr. Kastur Vardan Des:CEO Tel: +91-20-25812092 Fax: +91-20-25823867 Email: <a href="mailto:jmc@jmangsun.com">jmc@jmangsun.com</a>
23.	Joeson Trading Co.	Reg.Office:308 Janmabhoomi , W.Hirachand Marg ,P.O.Box 1934 , Mumbai-400001 Tel: +91-22-22616726 Fax: +91-22-22624788 Email: <a href="mailto:joyin@bom5.vsnl.net.in">joyin@bom5.vsnl.net.in</a>
24.	Kainya And Associates Pvt. Ltd.,	Business Park, S V Road, Malad (W), Mumbai 63 Tel: +91-20-28788110 Fax: +91-20-28788114 Email: <a href="mailto:kainya@vsnl.com">kainya@vsnl.com</a>
25.	Kandhan International Marketing	503, Sharda Chambers No.1, 31, K N Road, Bhat Bazar Masjid Bunder, Mumbai 4000 009 CP: Bharat Dhanraj Des:CEO Tel: +91-22-23734521/4977 Fax: +91-22-23738226 Email: <a href="mailto:kandhanim@hotmail.com">kandhanim@hotmail.com</a> .
26.	Kraft Engineers	2/37,Nityanand Nagar, 4, S.N. Marg, Andheri East Mumbai 400069 CP: Mr. Hemant Des: Partner Tel: +91-22-26838522/26841855 Fax: +91-22-26835383 Email: <a href="mailto:krafteng@bom8.vsnl.net.in">krafteng@bom8.vsnl.net.in</a>
27.	Larsen & Toubro Ltd.,	Electrical System & Equipment Powai Works, Saki Vihar Road, Mumbai 400 072 CP: S K Mukherjee Des:Sr.Deputy Gen.Manager Tel: +91-22-28581382/1657 Fax: +91-22-28581024 Email: <a href="mailto:mukherjeesk@intebg.com">mukherjeesk@intebg.com</a>
28.	LAS Engineering Services	C-2,/2/3:1, Sector : 2, Vashi, Navi Mumbai 400 703 CP: Santosh Tawari Des: Process Technologist Tel: +91-22-27825728/26406 Fax: +91-22-27825728 Email: <a href="mailto:tef@bol.net.in">tef@bol.net.in</a> .

29.	Magnate Marketing Services Pvt. Ltd.	96, Sai Business centre, 1st Floor, S V Road, Khar (W), Mumbai. Des: Director Tel: +91-22-56935845/56935846 Fax: +91-22-56991581 Email: <a href="mailto:magnatemarketing@vsnl.net">magnatemarketing@vsnl.net</a> .
30.	Mahavir Decorative Products Pvt. Lt.d.	Mahavir Chambers, 12, Premanand Society, Balajinagar Pune Satara Road. Pune 411 043 CP: Mr. V M Gandhi Des: Man. Director Tel: +91-20-4373323 / 6223/ 5198 Fax: +91-20-4372849 Email: <a href="mailto:padmaja@mahavir.com">padmaja@mahavir.com</a> & <a href="mailto:mdpplvmg@giaspn01.vsnl.net.in">mdpplvmg@giaspn01.vsnl.net.in</a> .
31.	Mahindra & Mahindra Ltd.,	Global Sourcing Dept., Automotive Sector, Akurli Road, Kandivli East Mumbai 400 101 Des: Dy.Gen.Manager (G S) Tel: +91-22-28467547 Fax: +91- 22-28870391 Email: <a href="mailto:hatia.rohit@mahindra.com">hatia.rohit@mahindra.com</a>
32.	Mediaman Infotech (P) Ltd.,	2 <sup>nd</sup> Floor, Vidyarthi Bhuvan, Tribhuvan Road, Ndear Dreamland Cinema Mumbai 400 04 Des:CEO & MD Tel: +91-22-23828100/8200 Fax: +91-22-23877418 Email: <a href="mailto:dushyant_mehta@hotmail.com">dushyant_mehta@hotmail.com</a>
33.	Frankfurt Trade Fairs India Pvt. Ltd.,	71, Bajaj Bhavan, Nairman Point Mumbai 400 021 CP: Mr. Farhat Des: Sales Manager Tel: +91-22-22846228/9 Fax: +91-22-22027243 Email: <a href="mailto:farhat.khan@india.messefrankfurt.com">farhat.khan@india.messefrankfurt.com</a>
34.	Micro Mechanical Works	601, Delta, Hiranadani Garden, Powai, Mumbai 400 076 CP: Gurbir Bhurjee Des: Partner Tel: +91-22-25704446/47 Fax: +91-22-25704330 Email: <a href="mailto:micromec@vsnl.com">micromec@vsnl.com</a> .
35.	Mill Max Tools Pvt.Ltd.	Mahape, Navi Mumbai. Des: Director Tel: +91-22-27782220/21/22 Fax: +91-22-27782223 Email: <a href="mailto:millmax@vsnl.com">millmax@vsnl.com</a>

36.	Naik Computers	160, D N Road, 1st Floor, Esplanade Bldg., Fort, Mumbai 400 001 Des: CEO Tel: +91-22-22073118
37.	Nouvelle Services	13, Vardhamn Mrkt. Sector-17, Vashi, Mumbai. Des: Proprietor Tel: +91-22-27892699 Fax: +91-22-27892657 Email: <a href="mailto:nagpalashok@rediffmail.com">nagpalashok@rediffmail.com</a> .
38.	Pagariya Auto	Jalna Road, Aurangabad. Des: Director Tel: 0240 723414/15/16 Fax: 0240 2341877 Email: <a href="mailto:rahul_parariya@hotmail.com">rahul_parariya@hotmail.com</a>
39.	PBJ Industrial Electronics P.Ltd.,	IIEC House, 72-BCD, Govt. Indl Estate, Charkop, Kandivli West Mumbai - 67 CP: Mr. A G Deshpande Des: Director Tel: 91-22-28682283/2184 Fax: 91-22-28683460 Email: <a href="mailto:admin@ieecpbj.com">admin@ieecpbj.com</a>
40.	Prasham Polymers	C-27/G, Malad Indl. Estate, Kachpada, Malad W Mumbai. Des: Director Tel: +91-22-28809962 Fax: +91-22-28809963 Email: <a href="mailto:bagadia@bol.net.in">bagadia@bol.net.in</a>
41.	Prinang Industries	B-103, Ghatkoper Indl. Estate LBS Marg, Ghatkoper, Mumbai 400 086 CP: Mr. Sanjiv Shah Des: Director Tel: +91-22-25007934 Fax: +91-22-25007409 Email: <a href="mailto:spjl@vsnl.com">spjl@vsnl.com</a>
42.	Remsons Industries Ltd	88-B Govt. indl. Estate, Kandivali (W), Mumbai -400067 Des: Vice President (Marketing) Tel: +91-22-28684452,28682368 Fax: +91-22-28682487 Email: <a href="mailto:remsons@vsnl.com">remsons@vsnl.com</a>
43.	Shailesh Industries	J-15,'S' Block ,MIDC , Bhosari ,Pune-411026 CP:Mr.Shirish Chirputkar Des: Director Tel: +95-20-7122365,7110736 Fax: +95-20-7122365,7110736 Email: <a href="mailto:prachie9@rediffmail.com">prachie9@rediffmail.com</a>



44.	Shuvi International	11 ,Spectrum ,14 <sup>th</sup> B Road , Khar ,Mumbai-400052 Des: Propreitor Tel: +91-22-26463742 Fax: +91-22-26052505 Email:shuvi_itl9@rediff.com
45.	Simmonds Marshall Ltd	Apeejay Chambers .5 , Wallace Street ,Fort . Mumbai-400001 Des: Director Tel: +91-22-56337425,56337431 Fax: +91-22-56337433,56337434 Email:jnm@bom4.vsnl.net.in <a href="mailto:info@simmondsmarshall.com">info@simmondsmarshall.com</a>
46.	Spectrum Colors Inc.	966, Gobind Garh , Jalandhar city-144001, Punjab CP: Mrs.Narinder Kalia Des:Directors Tel: +91-0181-2222745 Fax: +91-0181-2236064 Email:nkalia@spectrumcolors.com
47.	Steellite Engineering Ltd	103/5 ,Blackie House ,W.H.Marg , Opp. G.P.O.,C.S.T.,Mumbai-400001 CP: Mr.Samir.M.Shah Des: Director Tel: +91-22-56324093,22700307 Fax: +91-22-22610803 Email:samir@steelitegroup.com
48.	Suveg Electronics	Sorab Villa ,Nr. Popular House , Ashram Road ,Ahmedabad-380009 CP: Mr.Kartik Des: Partner Tel: +91-079-6583994,6580632 Fax: +91-079-6586217 Email:aconnetad1@sancharnet.in
49.	Swift Global Shipping & Logistics	29,Dock View Bldg., Walchand Hirachand Rd., Ballard Estate , Mumbai-400001 Des: Managing Director Tel: +91-22-22702650,22702651 Fax: +91-22-22704415 Email:swiftglobal@vsnl.net
50.	Target Marketing	C-912 ,Mittal Estate , Andheri-Kurla Rd.,Moral Naka , Andheri (East) ,Mumbai-400056 Des: Proprietor Tel: +91-22-28503895 Fax: +91-22-28513890 Email:pak@vsnl.com

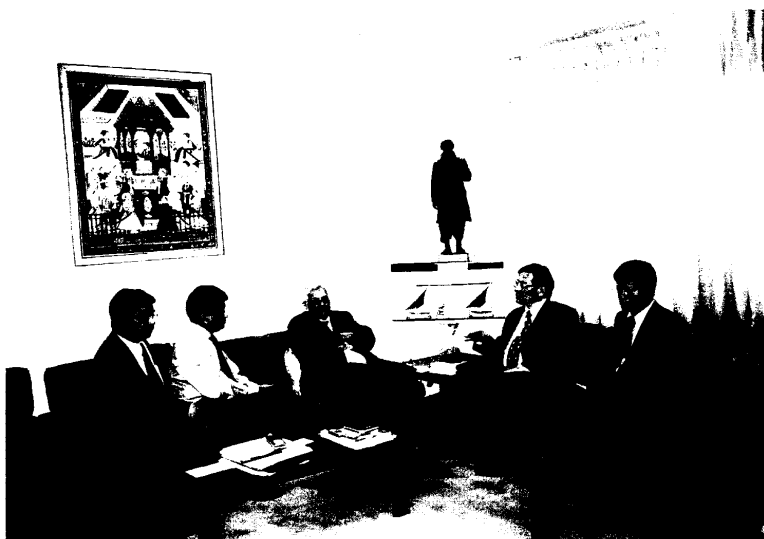
51.	Tej Cab	496 ,Kalbadevi Rd, Krishna Niwas , Shop no.8 ,Nr.Edward cinema ,Mumbai- 400002 CP: Mr.Tejas Shah Des: Owner Tel: +91-22-22079247 Fax: +91-22-22079248 Email:tejcab@rediffmail.com
52.	Terra Electrosoft	101-106 ,Sagar Ratan Indl. Premises , Plot no.D-265 ,T.T.C.Indl.Area ,M.I.D.C Turbhe Naka ,Navi Mumbai-400705 Des:Director (Operations) Tel: +91-22-27671298,27615979,55902638 Fax: +91-22-27672291 Email:hermes@rolta.net , terra@vsnl.com
53.	Tristar Indl.Tools Pvt.Ltd	Plot no.268 ,Pandey Indl.Estate , Pokhran Road ,no.1 ,Upvan , Thane-400606 Des:Director Tel: +91-22-25349973 Fax: +91-22-25347937 Email:tri196@bom5.vsnl.net.in
54.	Tulsidas Khimji Pvt.Ltd	46,Veer Nariman Rd.,Fort , Mumbai-400001 CP: Mr.Vallabh Joshi Des:Assistant Manager (Marketing) Tel: +91-22-56334161,56334170 Fax: +91-22-22044649 Email:sales@tulsidaskhimji-pl.com
55.	Voltamp Controls (India) Pvt.Ltd	13/8 ,T.T.C Indl.Area ,M.I.D.C., Turbhe ,New Mumbai-400705 CP: Mr.Murlidharan Raman Des:Managing Director Tel: +91-22-27617161,27619580 Fax: +91-22-27617164 Email:voltamp@bom2.vsnl.net.in
56.	Xidar Systems	103 ,Tirupati Tower ,Seven bungalows , Andheri (West) ,Mumbai-400053 CP: Mr.Shahnewaz Des:Director Tel: +91-22-26351789,26332722 Fax: +91-22-26391698 Email:info@xidarsystems.com
57.	Ajay Industries	C-3 ,M.I.D.C.Area ,Amravati , Maharashtra-444605 Tel: +91-721-2520305,2521485 Fax: +91-721-2520807 Email:ajayind@rediffmail.com

58.	C.D.Web Solution Pvt.Ltd	Ashirwad Bldg.,Opp.Hotel Amar Laltaki , Ahmednagar Fax: +91-241-2422763
59.	Digant Enterprise	17/B ,Ankur Maharashtra Bank Society , Nr.Employment Office ,Savedi Rd., Ahmednagar ,Maharashtra-414003 CP: Mr.Deven Jangla Tel: +91-241-2327912,2324633 Fax: +91-241- 2342283 Email:jangladv_anr@sancharnet.in , jangladv@yahoo.com
60.	Geiger & Picard Associates	B-201-Sushil Sheetal Nagar , Opp.Childrens Academy school , Kandivili (East) ,Mumbai CP: Dr.Gaurang.G.Shah Tel: +91-22-28867446 Fax: +91-22-28879041 Email:gaurangshah@hotmail.com
61.	Marcson Group Of Companies	Marcson Chamber ,Mangal Karni , Siddharth Nagar ,Goregaon (West) , Mumbai-400062 Des: Businessman Tel: +91-22-28723550 Email:marcson2000@hotmail.com
62.	Smit Exports Pvt.Ltd	B-2 & 12 ,Santa Ashish Bldg., Vile Parle (West) CP: Mr.Nilesh Tel: +91-22-26711297 Fax: +91-22-26713310 Email:smitexpo@vsnl.com
63.	Eastern International	502 ,Majestic Shopping Centre ,144 , J.S.S.Rd.,Girgaon ,Mumbai-400004 CP: Mr.B.D.Karani Des:Export Manager Tel: +91-22-23884671 Fax: +91-22-23860287 Email:eastintl@vsnl.com

### 三、活動照片



2月10日上午周處長拜會 MSSIDC Director Dr. Singh 及其執行主管群



2月10日下午周處長由外貿協會孟買辦事處張主任原林陪同拜會印度商會 Indian Merchant's Chamber 總裁 Suresh Kotak



周處長嚴、張主任原林拜會 MSSIDC 孟買世貿中心主任



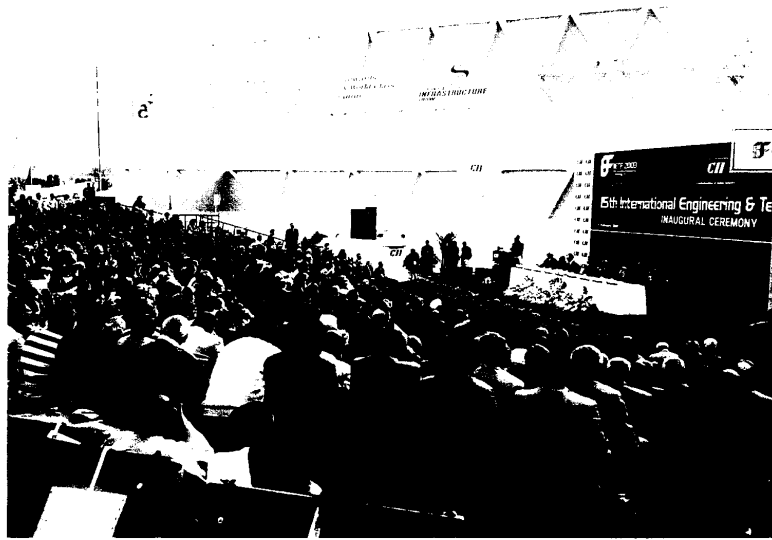
印度業者參觀行銷公司攤位



2月10日孟買洽談會盛況一隅



印度廠商參觀本團團員攤位,洽詢產品資訊



第十五屆印度工業展(IETF)開幕典禮盛況



IETF 參展國家一覽