

Chinese province aims for increased trade with India



From left, are Mr Vinod Pal, Director, FIEO; Mr Ashok Kumar, Dy. Director General, FIEO; Mr Niu Shaoyao, Chairperson, ECTPA; Mr Walter D'Souza, Regional Chairman, FIEO (SR); Ms Wang Yiming, Executive Chairperson, ECTPA; and Mr T S Ahluwalia, Managing Committee Member, FIEO.

FIEO organized a meeting with a delegation from China's Yunnan province on April 9, 2012 in New Delhi. The delegation was led by Mr Niu Shaoyao, Chairperson, Association for Economic Co-operation and Trade Promotion between Yunnan and Southeast and South Asia (ECTPA). He was accompanied by Ms Wang Yiming, Executive Chairperson of ECTPA and other distinguished delegates. The meeting was chaired by Mr Walter D'souza, Regional Chairman, FIEO (Southern Region). Mr T.S. Ahluwalia, Managing Committee Member, FIEO, Mr Ashok Kumar, Dy Director General, and Mr Vinod Pal, Director, FIEO, were also present.

During the address, Mr D'Souza highlighted the importance of India-China trade and observed that China has now become India's second largest trade partner with bilateral trade reaching \$63 billion in 2010-11 recorded a growth of over 48% over previous year. He noted that the trade balance is heavily in favor of China with Indian imports to the tune of \$43 billion, leaving a trade deficit for India of around

\$24 billion. He mentioned that trade between India and China is likely to achieve the \$100 billion mark by 2015.

Ms Yiming informed that ECTPA is a non-profit organization formally founded in 2009 and advocates Yunnan province and other regions to jointly participate in economic and trade co-operation. It also promotes cultural exchanges between China and Southeast and South Asian countries. Plus, it aims to connect the domestic units in the region, advance bilateral and multilateral co-operation. Mr Shaoyao mentioned that FIEO and ECTPA may also consider signing a Memorandum of Understanding (MoU) for promoting trade between the two regions. The business delegation had business interests in sectors like construction, agriculture, medical equipment and tourism, and met their Indian counterparts present during the meeting.

Mr Ahluwalia mentioned that FIEO has been making concerted efforts to increase Indian export to China by way of participation in important fairs

like Canton Fair, South Asian Countries Trade Fair (SACT) and Chengdu Fair. He said FIEO is keen to work closely with ECTPA for trade promotion and mentioned that the Federation is organizing participation of a large number of Indian companies in the forthcoming SACT Fair in Kunming in June 2012 when business meetings could be arranged. ■

India Sourcing Fair...

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profiles of the exhibitors are sent to the buyers in advance according to the buyer's product requirements. The buyer shortlists the suppliers and private meetings are arranged with the suppliers in closed chambers. The benefit of this kind of Private Buyer Meetings is that the supplier is able to meet the buyer who otherwise is inaccessible.

The fair had "Green Products" theme this time, wherein environment friendly products were showcased especially to attract the attention of the buyer. ■