

## ANALYTICAL STATEMENT OF THE REPLIES

Sl. No.	Company/ place	Technologies/ projects/ products exported	2000-01 (Rs. million)		Export destinations	Main competing countries	INDICATORS <sup>1</sup>																												
			Turnover	Export			Benefits enjoyed by the exporters in the competing countries									Financial assistance desired by Indian exporters					Technical assistance desired by Indian exporters						Information assistance desired by Indian exporters								
							1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
1.	Amtech Electronics (India) Ltd., Gandhinagar (Gujarat)	Hightech industrial motion control system, AC drives, PLC, soft starters and garmonic filters	59.10	0.04	Sri Lanka, Indonesia, Nigeria	USA, Japan, Korea, Taiwan, U.K., Germany	√	√		√		√		√	√	√	√	√			√	√	√			√	√	√	√	√			√		
2.	Applied Electro-Magnetics Private Ltd., New Delhi	Specialised high quality electronics and micro processor based systems	92.50	0.70	USA, UK	—													√	√	√	√	√				√	√				√			√

Sl. No.	Company/ place	Products	Turnover	Export	Export destinations	Main competing countries	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	
3.	Automatic Electric Limited, Mumbai	Electrical measuring instruments & power systems-AC  Ammeters, Voltmeters, DC Ammeters/ Voltmeters, Dynamometers, Transducers, Automatic voltage stabilisers, Constant voltage transformers, variable voltage auto transformers, dimmer-stats, rectifier units, synchronous motors, etc.	360.50	21.90	U.K., Germany, Bangladesh, UAE, Australia, Netherlands	China, Japan, U.K., Taiwan, Germany										√	√	√	√								√	√	√		√					
4.	Carborundum Universal Ltd. (CUMI), Chennai	Abrasives manufacturing and marketing super refractories, industrial ceramics and electro minerals	2,960.00	310.00	America, Europe, Africa, S.E. Asia	China, Korea and Taiwan		√				√	√			√	√									√		√		√	√	√	√			

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5.	Cyano Pharma, Indore (MP)	Pharmaceutical formulations	23.30	2.70	Uganda, Republic of Yemen, Kenya, UAE, Turkey, Tanzania, Austria, Liberia, etc.	—	√									√	√			√				√	√					√	√	√	√	√	
6.	Dalmia Cement (Bharat) Ltd., New Delhi	Manufacture of cement, sugar, refractories & electronic components oil wells cement, refractories, electronic components	-	-	Middle East, Europe and Asia	USA, Europe, China, and Austria										√								√		√					√				
7.	Dishman Pharmaceutical & Chemicals Ltd., Ahmedabad	Manufacturer/ exporter of bulk drugs and intermediates, fine chemicals, quaternary compounds (Ammonium & Phosphonium)	850.00	-	Worldwide -covered all developed countries	—	√			√	√	√	√	√	√	√	√	√	√	√	√		√	√	√	√	√		√	√	√	√	√	√	

Sl. No.	Company/ place	Products	Turnover	Export	Export destinations	Main competing countries	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29		
8.	Eicher International Ltd., New Delhi,	Automotive products, (tractors, trucks, buses, motorcycles & wide range of automotive components)	11,000.00	1,200.00	About 50 countries in Americas, Europe, Africa & Asia	Asean, China, and Italy	√		√	√	√				√		√		√	√																	
9.	Electro Crimp Contacts (I) Pvt. Ltd., Nasik (Maharashtra)	Manufacturing of non-ferrous copper parts, cable lugs, terminals, glands etc.	4.50	0.30	—	Taiwan and China	√	√		√	√				√	√	√	√	√	√			√			√	√	√									
10.	Electrotherm (India) Ltd., Ahmedabad	Induction melting, heating, hardening equipments, metal refining convertors, ladle refining furnaces. etc.	273.00	20.00	—	USA	√	√	√	√					√	√					√			√			√										

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11.	Envirotech Instruments Pvt. Ltd., New Delhi	Air pollution monitoring, manufacture of instruments for measuring air pollution and providing training there-on.	35.00	2.50	South Asia, Africa	USA, Japan, UK, France, Germany	√								√		√		√	√					√	√						√	√	√	√
12.	Gharpure Consulting Engineers Pvt. Ltd., Mumbai	Export of technology and pharma machinery	0.50	0.10	Russia, Italy, Turkey, Iran, Oman, UAE, etc.	—										√				√					√										
13.	Goodlass Nerolac Paints Ltd., Mumbai	Paints, enamels and varnishes	6,830.00	0.83	Russia, CIS and Gulf Countries	Europe, USA and China	√									√	√	√	√	√			√	√	√			√	√		√	√		√	√
14.	Growth Compusoft Exports Ltd., Ahmedabad	System integration, software development, internet services, web based application development	122.05	US\$15000 (0.75) <sup>2</sup>	USA, Mauritius, UK	—																													

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15.	Hivoltrans Electricals Pvt. Ltd., Halol (Gujarat)	Instrument transformers (both CTs & PTs) in H.V. & EHV range upto 400KV system voltage	50.90	-	—	—	√	√							√	√	√			√			√	√	√								√	√	√
16.	Hospital Services Consultancy Corporation (I) Ltd., Noida (UP)	Consultancy services in health care sector  Conceptual studies and management studies.  Architectural and structural design  Tendering and project management  Procurement	210.00 <sup>3</sup>	-	Central Asia, South East Asia, Gulf Countries	—														√							√								√

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		HRD and training System and installation Manpower planning and recruitment																																		
17.	India Pistons Limited, Chennai	Manufacture and sale of pistons, rings and cylinder liners	1,650.00	-	USA, UK, Europe, UAE, Sri Lanka, Bangladesh, and Indonesia	China, Taiwan, Japan, Korea, Germany	√	√									√		√	√																
18.	Indian Institute of Packaging, Mumbai	Training, education, consultancy & projects, laboratories -testing information & publications	-	-	—	—																														
19.	Infosys Technologies Limited, Bangalore	Software products and services	26,035.00 <sup>3</sup>	25,524.70 <sup>3</sup>	USA, Continental, Europe, Japan, Canada, Australia	Ireland, Israel, Philippines																														√

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20.	Intercontinental Consultants and Technocrats Pvt. Ltd. (ICT), New Delhi	Technical consultancy in various sectors viz. infrastructure projects including highways & bridges, tourism, ports, civil aviation sector, water supply and sewerage, rural and urban planning, traffic and transportation studies, architectural design, environmental and social impact studies, institutional strengthening, etc.	422.19	184.52	Bangladesh, Bhutan, Burkina Faso, Cameroon, Central African Republic, Egypt, Ethiopia, Gambia, India, Lao PDR, Maldives, Mali, Mongolia, Mozambique, Nepal, Philippines, Senegal, Tanzania, Tunisia, Uganda, Vietnam	USA, UK, Australia, France, Germany, Finland, Netherlands, New Zealand, Malaysia										√		√																			



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21.	Ion Exchange India Limited, Mumbai	Water and waste water treatment plants, resins and chemicals. consumer water purifiers	-	-	Nepal, Sri Lanka, Bangladesh, Middle East Asia, South East Asia, Africa, Europe	Japan, Thailand, Indonesia	√	√		√	√	√	√		√	√	√	√	√				√				√									√	
22.	J. R. Fabricators Ltd., Halol (Gujarat)	New empty LPG cylinders	260.00	0.01	UK, Germany, Dubai, Tanzania, Sri Lanka, Sudan, Bangladesh, Pakistan	Brazil, Portugal, Thailand	√	√		√				√	√	√	√	√	√					√	√			√	√								√
23.	Jhalani Tools (India) Ltd., New Delhi	Manufacturer of hand tools-wrenches, professional wrenches, industrial sockets, tool boxes and kits, brake adjusting spanners, over drive fastners car kit, etc.	300.00	200.00	USA, Europe, South Korea, UAE, Saudi Arabia, Japan, Australia, Thailand	China, South Korea, Brazil, Mexico and Pakistan	√									√	√	√	√	√			√	√	√		√	√	√						√	√	

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24.	Kalp kala Handmade Paper Industries, Latur (Maharashtra)	Transfer of technology for manufacturing handmade paper, and supplying the required machine	5.00	0.30	Bangladesh	—	√	√	√		√		√	√	√	√				√	√				√												
25.	Kinetic Engineering Ltd., Pune	Design, development, production & export of motorcycles and mopeds	3,480.00	75.00	USA, Mexico, Argentina, Guatemala, Costa Rica, Domicon Republic, Bangladesh, Sri Lanka, Kuwait	China	√					√			√	√	√	√	√	√																	
26.	Kvaerner Powergas India Private Ltd., Mumbai	Engineering services to chemical petrochemical pharmaceuticals, life sciences, oil & gas, ferrous and non-ferrous industries	480.00	304.00	Europe, USA Far East, Australia, Japan	Korea, Singapore														√	√					√		√	√		√		√				

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27.	Lumax Industries Limited, New Delhi	Manufacturer of automotive parts like head cap, tail cap, filters and rear view mirrors	1,913.80	20.50	U.K., USA, Italy, Holland, Finland, Egypt, Malaysia, Austria, Sri Lanka	Taiwan, China	√	√	√	√	√	√			√	√	√	√	√	√	√					√		√	√							√
28.	Mitcon Consultancy Services Ltd., Pune	Market research, technology, tie ups, feasibility reports, energy audits, impex data bank, Agri-consultancy co-generation, non – conventional energy sources	51.30	-	SAARC countries	—									√					√						√		√								√
29.	Mitsuba Systems, Mumbai	Electrostatic powder spray guns	23.10	5.10	—	USA, Switzerland, Italy, and Turkey etc.					√	√			√	√		√	√	√																
30.	Mogora Cosmic Pvt. Ltd., Pune	Manufacture of welding machines and systems	-	60.00	Dubai, Saudi Arabia	—	√	√		√	√					√	√	√	√	√				√		√	√							√	√	
31.	Motor Industries Co. Ltd., Bangalore	Fuel injection equipment for diesel engines and auto electricals	16,523.00	1,998.00	Germany, US, Europe, African countries	China, Europe										√		√	√																	

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32.	Movers (India) Private Ltd., Bangalore	Design, engineering, manufacturing, supply & installation of cement plant machinery & equipment on turnkey basis. The main equipment consist of vertical shaft kilns/ rotary kilns, ball mills for grinding of raw mix and clinker/ other minerals	22.70	10.80	Kenya, Ghana, Uganda, Bangladesh, Bhutan, and Malawi	Africa, Latin America and Bangladesh	√	√		√	√				√	√	√	√	√						√	√	√						√	√		√	√
33.	National Film Development Corporation Ltd., Mumbai	Export of films (movies)	690.00	27.40	USA, UK, African countries, Gulf countries, Singapore etc.	—																															

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34.	Natural Remedies Pvt. Ltd., Banglore	Standardised herbal extracts, human health supplements, dietary supplements, herbal animal health products, phyto-chemical reference standards, consultancy services.	220.00	80.00	France, Canada USA, Australia, Japan, Malaysia, UK, Germany, etc.	China, Indonesia, Brazil, etc.	√			√	√				√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√
35.	Nivedita Chemicals Pvt. Ltd., Mumbai	Basic drugs	48.00	31.10	South Africa, Germany, Spain, USA, UK., Brazil, Singapore, Bangladesh, Switzerland, Thailand, Mexico, Netherlands,	China	√			√	√	√	√	√	√	√	√		√	√	√		√	√	√		√									

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					Argentina, Malaysia, Taiwan, Australia, Poland, Cyprus, Hungary, Korea, and Croatia																														
36.	Nulabs, Mumbai	Medicines- Eye and skin ointments.	14.70	-	—	China	√									√	√							√	√							√	√		
37.	Paramount Conductors Ltd., Nagpur	Manufacture of enamelled wire/strip, fibre glass yarn/nomex/cotton/paper insulated wire/strip  Rewinding of HT motor/Hvt ransformers/ generators / magnets	-	-	Canada, Nigeria, Kuwait, Saudi Arabia, Bahrain, Abu Dhabi, Bangladesh, Myanmar, Thailand	UK, Italy, Germany	√								√	√	√	√	√	√			√											√	
38.	PEC Ltd., New Delhi	Projects, equipments and SME products/projects	17,292.00	5,722.00	African Continent, ASEAN, SAARC	China and South Korea				√	√				√		√	√	√	√								√	√						
39.	Praj Industries Limited, Pune	Technology, engineering & plant for alcohol, beer and fruit processing.	585.00	78.26	—	Netherlands, Germany, and USA		√		√					√	√					√				√		√								

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40.	Pune Techtrol Pvt. Ltd., Pune	Level measuring and control instruments	26.60	0.20	Bangladesh, Sri Lanka, Thailand, Indonesia, Malaysia, Nepal, Dubai etc.	Taiwan, Korea and China	√					√			√					√	√																	
41.	Rajendra Mechanical Industries Ltd., Mumbai	Stainless steel pipes and tubes	292.50	62.50	USA, UK, Iran and Germany	South Africa and Taiwan	√	√	√		√			√		√	√	√	√	√									√									
42.	Ranbaxy Laboratories Ltd., New Delhi	The core business activity of Ranbaxy is to manufacture and market branded generic pharmaceuticals, active pharmaceutical Ingredients, Intermediates and dosage forms (both novel & conventional)	20,545.00	10,291.00	China, CIS, Europe, Middle East, Africa, USA, Russia, Asia-Pacific & Latin-America	USA, Brazil, China and Israel	√	√				√			√	√				√		√		√		√		√	√	√					√	√		

Sl. No.	Company/ place	Products	Turnover	Export	Export destinations	Main competing countries	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29			
43.	Rites Ltd., New Delhi	Transport infrastructure consultancy services in the areas of railways, airports, highways, urban transport and development, information technology etc.	1,807.00	616.00	<u>Americas:</u> Chiles, Colombia, Cuba, Jamaica, Mexico, Peru and USA  <u>Middle East:</u> Iran, Iraq, Jordon, Sharjah, Saudi Arabia, Syria, UAE  <u>Far East</u> Brunei, Cambodia, Indonesia, Malaysia, Philippines, Vietnam,  <u>Africa</u> Algeria, Angola, Botswana, Cameroon, Ehiopia, Ghana, Kenya, Mauritius, Mozambique, Nigeria, etc.	USA, EU, Japan, Asia, Middle East, Latin America, Asean, Africa	√	√	√	√	√	√	√	√	√				√	√	√																	



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					<u>Central Asia</u> Turkmenistan, Uzbekistan  <u>South Asia</u> Bangladesh, Bhutan, Myammar, Nepal, Sri Lanka, Laos																																
44.	Shyam Telecom Ltd., New Delhi	Telecommunication-single channel radio, 2/15 multi access radio telephone system, 8/48 Multi radio telephone system, Digital wireless in local loop, 10/20 channel small capacity UHF digital multiplex radio system, 30/120 series	2,020.00	64.00	Nigeria, Fiji, West Africa, Dubai, Bhutan, Kenya, Madagascar	USA, China, Taiwan, Germany, Sweden, Japan etc.	√			√	√				√	√	√	√	√	√		√	√	√												√	

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		medium capacity digital microwave radio, Optical line termination equipment 2MB/8MB/32MB, higher order digital multiplexer 2-8-34 MB (2-34 SKIP MUX), DECTxs from Shyam advanced wireless local loop solution for cost-effective wireless access, DSL, DLC, Turnkey projects for basic, VSAT, GSM and ISP etc. including network planning, survey equipment installation, commissioning etc.																																		

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45.	Speck Systems Ltd., Hyderabad	Remote sensing & military application  Digital imaging technology  Digital film/laser writer, digital mapping	260.00	40.00	China Gulf, Europe, Africa	Europe, USA and Africa	√	√	√	√	√				√	√	√	√	√	√	√							√	√	√	√	√		√	√				
46.	Switching Technologies Gunther Ltd., Chennai	Reed switches	0.40	-	Germany & USA	Japan	√									√				√			√	√															
47.	TATA BP Solar India Ltd., Bangalore	Design, manufacture and installation of solar energy solutions to the customers  Solar Phytovol-tanic, solar thermal and wind PV hybrid systems.	1,970.00 <sup>3</sup>	1,311.00 <sup>3</sup>	USA, Europe, Latin America, Middle East, Far East and the SAARC countries	China, Japan					√						√	√	√	√	√														√	√	√	√	√

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48.	TCE Consulting Engineers Limited, Mumbai	Consulting engineering services for power generation, transmission & distribution, infrastructure, water supply and waste water treatment, townships & housing, rural and urban development, roads and bridges, ports, harbours & offshore structures, IT parks, hotels, industrial & chemical projects.	695.48	106.84	—	US, Europe, Japan, Korea									√					√	√															
49.	Usha Engineering Works, New Delhi	Tube mills, galvanising plants, slitting lines.	-	-	UAE, Nepal, Syria, Oman, Mauritius, etc.	USA, Germany, Italy, Korea, Taiwan, etc.										√	√	√	√	√			√	√	√		√									

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50.	VXL Instruments Ltd., Banglore	Embedded technology, thin clients, networking products export of CRT terminals, thin clients and embedded clients	-	-	USA, UK, Europe, Middle East, Australia, Far East, China, Sri Lanka	Taiwan and China	√	√		√	√	√			√	√			√	√	√							√				√	√	√	√
51.	Walchand-nagar Industries Ltd., Pune	Industrial machinery for sugar, cement, refinery and petrochemical plants	2,300.00	-	Tanzania, Uganda, Ethiopia, Nigeria, Indonesia, Vietnam, Togo, Ghana, Lebanon, Sri Lanka, Nepal, Bangladesh	Germany, France, UK, USA, Japan and China										√		√	√	√				√		√	√	√	√	√	√	√	√	√	√
52.	Win-Medicare Ltd., New Delhi	Manufacturer of pharmaceutical products, mono-contin-OD, nitrocontin betadine, diclomol, dilcontin myoners	1,200.00	150.00	Sri Lanka, Bangladesh, Kenya, Taiwan, Uganda, Ghana, Nigeria, Mozambique, Yemen (PDR), Mauritius, Romania, Georgia, Lithuania, Lotivia, Mynamar, Vietnam and Thailand	EU, USA and China				√				√		√	√	√	√	√	√			√	√	√	√		√	√	√	√		√	

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53.	Wiperdrive Engineering, Mumbai	Power transmission products, chains, pulleys, couplings, gearboxes etc.	US\$ 1million <sup>2</sup> (Rs. 50.00 million)	US\$ 1 lakh <sup>2</sup> (Rs. 5.00 million)	—	China	√	√		√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√
54.	Yamuna Gases & Chemicals Ltd., New Delhi	Manufacturing & export of power cable accessories upto 400KV, glass fibre pultruded products & special anti corrosive coatings	182.29	52.50	Saudi Arabia, Iran, Oman, UAE, Kuwait, Iran, Malaysia, Vietnam, Kenya, Uganda, Nigeria and Libya	USA, Japan, Germany, UK Korea and China					√	√				√							√	√	√									√	√	
	<b>TOTAL</b>		<b>1,24,236.41</b>	<b>48,580.55</b>																																

- Note: 1. Detailed description of each of the indicator in (1 to 29) is given in the Index  
2. Converted @ Rs. 50 per US dollar  
3. Data pertain to the year 2001-02