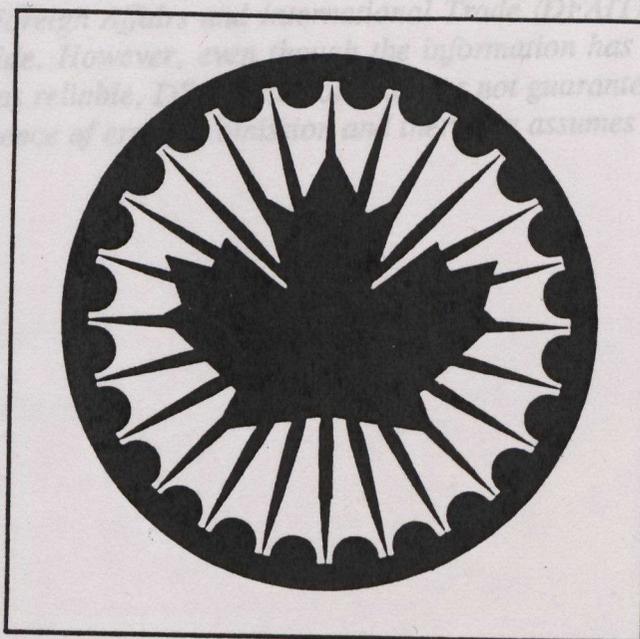


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FOCUS INDIA
A Business Guide for Canadian
FOOD PROCESSING
Firms



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Prepared for
The Department of Foreign Affairs and International Trade
By
Rosanna Majeed & Associates
April 1996

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NOTE CONTENTS

The information contained in this report was obtained from a wide range of Canadian Government, Indian Government, United States Government and United Nations documents available in the public domain. Interviews with representatives of the Indian and Canadian Governments were also conducted.

This report provides the Canadian business community with general information on the food processing sector in India. Additional detailed research should be undertaken by the individual business prior to commencing any initiative in a specific product area. The lists of business contacts in Part 3 of this report were published by the United Nations and the Indian Government based on information provided by the businesses themselves.

Disclaimer: The Department of Foreign Affairs and International Trade (DFAIT) has taken the utmost care in preparing this guide. However, even though the information has been gathered from sources generally regarded as reliable, DFAIT cannot and does not guarantee the accuracy of the information, nor of the absence of error or omission and therefore assumes no liability for the guide's contents.

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EXECUTIVE SUMMARY

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EXECUTIVE SUMMARY

With a population of 900 million people, expected to reach 1 billion by the year 2000, India has the potential to be one of the world's largest markets for agri-food products. Almost 50% of the population is under 20 years of age, providing a large pool of consumers for several decades to come. India's middle class is estimated at 200-300 million people, the majority of whom earn between \$1,200 and \$3,600 US per household per year, an amount that is shy of what many deem to be the income required to purchase value-added food products (\$5,000 US). Yet, about 30-40 million Indians earn \$18,000 US or more a year, a huge market by any standard.

The consumption and living patterns of this emerging middle class is comparable to those in Western market economies during the 1960s. Although the current per capita consumption levels of processed food items are low, increased urbanization, changing lifestyles and spending patterns have resulted in a rapid expansion of the domestic market. Increased female literacy (up from 29.8% in 1981 to 39.4% in 1991), an increase in the number of working women and the diminishing extended family system have led to an increased demand for convenience foods - a demand that will only grow. The institutional (hotels, airlines, hospitals and defense services) and tourism sectors are also rapidly growing, with marked increases in international, domestic, business and leisure travel. Television now enters the homes of 80% of the population, with its accompanying advertising. The use of foreign brand names is now freely permitted, even for sales in the domestic market.

To keep pace with this growing demand, the food processing industry in India is committed to becoming high-tech and high-volume, able to supply both the domestic and world markets. India's exports of processed foods are targeted to reach US\$ 1600 million in 1997, from the current level of US\$ 1000 million. With investment reforms, including the almost complete delicensing of food processing industries, the processed foods sector has drawn a large chunk of Foreign Direct Investment in the last few years. For the fiscal year ending March 1995, the Government of India received investment commitments exceeding \$2.5 billion, of which foreign direct investment was over \$720 million. By the end of the Eighth Plan Period (1992-1997), investment in the organized food processing industry is expected to be \$5 billion. With the Government of India providing incentives and an easier working environment for foreign investors, both the Indian corporate sector and multinational corporations (MNCs) have jump-started the food processing industry, with participation from farm to factory.

Canadian direct investment in India has grown rapidly over the last few years. Compared with about \$8 million a year between 1987 and 1992, the Indian Ministry of Industry estimates that Canadian investment in the first six months of 1995 alone was valued at \$151 million, including large scale investments in food processing. During the January 1996 Team Canada Trade Mission to India, a revised agreement for the avoidance of double taxation was signed by Canada and India. This ensures that profits, income, gains or capital arising in one country and paid to a resident of the other country will not be doubly taxed and it reflects more accurately the current tax policies of the two countries. The revised agreement will improve the climate for investment and the conduct of business and will reinforce economic relations between Canada and India.

While there are more than 300 giant corporations in India including multinationals, small and medium sized firms are leading the country's economic growth. Much like in Canada, these companies possess the entrepreneurial spirit for success. India offers opportunities for Canadian food processing SMEs to join with Indian SMEs for domestic and global rewards.

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Cereal Grain Products

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Canadian direct investment in India has grown rapidly over the last few years. Compared with about \$8 million a year between 1987 and 1992, the Indian Ministry of Industry estimates that Canadian investment in the first six months of 1995 alone was valued at \$131 million, including large scale investments in food processing. During the January 1995 Team Canada Trade Mission to India, a revised agreement for the avoidance of double taxation was signed by Canada and India. This ensures that profits, income, gains or capital arising in one country and paid to a resident of the other country will not be doubly taxed and it reflects more accurately the current tax policies of the two countries. The revised agreement will improve the climate for investment and the conduct of business and will reinforce economic relations between Canada and India.

GOVERNMENT STRATEGY

There has been a marked change in government policy and attitude towards the setting up and operation of business and industry in India, resulting in significant deregulation and simplification of procedures. Industrial licences have been dispensed with in most areas; there is an automatic approval process for foreign financial and technical collaborations in identified high priority sectors (such as food processing). Exchange controls have been eased. However, there are exceptions and investors are advised to seek further information to avoid later misunderstandings. Further details of information is provided in Part 3 of this report.

PART 1

BACKGROUND

The Indian government is committed to providing a large thrust to food processing and other agro-based industries to create employment opportunities, diversify the economy and improve the living standards of the population. This sector is recognized as one that can play an important role in improving agricultural productivity, reducing wastage of fruits, vegetables and other perishable food items and improving food availability, both for the domestic market and for export. The Government is strongly in favour of establishing backward linkages from investment and domestic production that will benefit farmers.

Approved foreign investment in India's food processing industry was US\$720 million between 1991 and March 1995, which constitutes about 11% of the total approved foreign investment in India.

FOREIGN INVESTMENT REFORMS

India has undertaken dramatic political and economic reforms affecting the regulation of foreign exchange, imports, investment, privatization, taxes and the environment. India has all but abolished its "licence Raj" which has frustrated exporters and investors alike. The Rupee is now fully convertible on both the trade and current accounts. Development of critical infrastructure, improvements in agricultural and industrial productivity, employment generation and increased foreign exchange earnings are national priorities. And perhaps most importantly, there is an emerging mind set that India truly can achieve global status.

The number of items on the "freely permissible" list of consumer goods imports and those which may be freely traded on Special Import Licences have increased, but the maximum import duty rate of 50% (reduced from 65% in 1993) is still high and many non-tariff barriers remain.

- Key features of the country's new foreign investment policies are:
- Automatic approval for foreign equity participation up to 51% in key areas including food processing.
- The Foreign Investment Promotion Board (FIPB) has been set up in the office of the Prime Minister to speed the approval process.

While there are more than 300 giant corporations in India including multinationals, small and medium sized firms are leading the country's economic growth. Much like in Canada, these companies possess the entrepreneurial spirit for success. India offers opportunities for Canadian food processing SMEs to join with Indian SMEs for domestic and global rewards.

PART I

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The Indian government is committed to providing a large thrust to food processing and other agro-based industries in an endeavour to increase the income of farmers, create employment opportunities, diversify the rural economy and foster rural industrialization. This sector is recognized as one that can play an important role in improving agricultural productivity, reducing wastage of fruits, vegetables and other perishable food items and improving food availability, both for the domestic market and for export. The Government is strongly in favour of establishing backward linkages from investment and domestic production that will benefit farmers.

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Salient features of the country's new foreign investment policies are:

- Automatic approval for foreign equity participation up to 51% in key areas including food processing.
- The Foreign Investment Promotion Board (FIPB) has been set up in the office of the Prime Minister to speed the approval process.

- Foreign investors need not necessarily have a local partner.
- Free repatriation of profits and capital investment is permitted, but for some food processing industries it is subject to dividend balancing against export earnings.
- Use of foreign brand names/trade marks for sale of goods in India is permitted.
- Capital markets are now open to foreign institutional investors.
- Indian companies are permitted to raise funds from the international capital markets.
- India, having signed the General Agreement on Tariffs and Trade (GATT), now is a member of the World Trade Organization (WTO).
- Corporate taxes have been reduced from 15 % to 10%. Further progressive reductions are planned.
- Special investment and tax incentives are given for exports and certain sectors including food processing.

All food processing industries (other than milk food, malted foods and flour, and a few items reserved for the small scale sector) are included in the Indian Government's list of high priority industries eligible for automatic approval for foreign direct investments, provided that foreign equity participation is at least 51%. All items of packaging for food processing industries, excluding items reserved for the small scale sector, are also eligible for automatic approval. To further encourage the development of agro-based industries, the government has exempted agro-based products like sauces, ketchup, butter, cheese, skimmed milk powder, vegetable oils, jams, jellies and pickles, canned fruits and dried vegetables, certain soya products, starches and preparations of meat and fish, from excise duties entirely. In addition, excise duties have been reduced on noodles and similar products, extruded snack foods/similar items and biscuits, packaging materials and refrigeration equipment.

INFRASTRUCTURE

Agro-based products contribute more than 33% of India's GDP. Yet 30-40% of the agricultural output is lost at the post-harvest stage, due to a variety of reasons:

- The market for processed foods has tended to be limited to the metro cities, which has affected the volume of processing carried out.
- Inadequate roads in the agricultural areas, lack of cold storage systems and outdated agro-practices at all stages from pre-harvest through harvest, post-harvest handling, storage and packing to transportation to the market.
- A general lack of suitable technology for multiple, decentralized and semi-processing facilities to prepare, preserve and protect produce for later centralized processing.
- A lack of standards for quality and packaging, preventing uniformity of product and reducing the consistent and assured supply of agro-products to processing units.
- The present ceiling on land holdings is not conducive to increasing productivity since small farmers find it unprofitable to establish post-harvest processing facilities.

Revised investment strategies and the Government of India's commitment to the food processing industry are starting to address these problems.

Transportation and Distribution

The internal transportation system is fairly well developed, although progress is still needed in some of the rural areas. India is extensively covered by rail and road networks, supplemented by airline routes that link more than 70 cities and towns within the country. The rail system has been the traditional carrier of core supplies especially due to its low cost. There are ten major ports for international maritime trade: Mumbai (Bombay), Cochin, Kandla, Marmugao and Mangalore on the West coast and Tuticorin, Madras, Vishakapatnam, Paradip and Calcutta on the East coast. There are two auxiliary ports, Haldia for Calcutta and Nava Sheva for Bombay. Inland waterways are not a popular mode of transport. Warehousing facilities exist at all major ports and at export processing zones (EPZs), and public and private warehouses are available in all major markets. However, refrigerated transport and refrigerated storage facilities are in short supply.

Power and Communications

In spite of an on-going effort by the government to increase power generation and service, power shortages and blackouts continue to occur. This is expected to improve as more plants are brought on line and usage becomes more efficient.

Telecommunication facilities are being upgraded on a continuous basis to meet the growing demand by both business and private users. Traditionally confined to the public sector, certain value added services (such as cellular and basic phone service, paging and e-mail) have been privatized.

Banking and Finance

The Reserve Bank of India (RBI) is the country's central bank, responsible for issuing bank notes and supervising all banking operations (much like the Bank of Canada). The Industrial Bank of India (IDBI) is the premier institution for providing credit and other facilities for the development of industry. The Industrial Finance Corporation of India (IFCI) and the Industrial Credit and Investment Corporation of India (ICICI), together with IDBI, provide direct financial assistance to large and medium industrial concerns. The banking system also includes scheduled commercial banks (State Bank of India and its subsidiaries, other nationalized banks, foreign banks and non-nationalized Indian scheduled banks); regional rural scheduled banks; and cooperative and special service rural banks. The Government treats all overseas suppliers alike and there are no known counter trade or special business practices in doing business in the food processing and packaging sector. The primary method of financing imports is with an irrevocable letter of credit to cover the value of imports. Some Indian importers might consider deferred payment facilities and other lines of credit.

Small Scale and Cottage Industries

A large part of the food processing industry is in the small scale and household sectors. The government has encouraged the development of cooperatives in certain areas, including the processing and marketing of fruits, vegetables and dairy products. However, a number of large Indian and multinational groups have a strong presence in this sector and have made an important contribution to its development.

Contract Farming

To overcome problems with supply, quality and restrictive land ownership laws, food processing companies have begun engaging farmers to grow specific crops exclusively for their use. This "contract farming" practice is proving successful. Realizing the mutual gains that may be achieved, the Indian Government encourages contract farming through assistance administered by the Ministry of Food Processing Industries. Formal contracts (with penalties for default on either side) are signed, with the farmer agreeing to supply a crop at a fixed quantity and price to the company, who commits to buying it. Apart from the legal aspects of the contract, food processing companies are extending expertise and support to the farmers to ensure that quality crops and high quantity yields are achieved. Farmers are educated on growing and harvesting practices and sometimes seeds, fertilizers and pesticides are provided at subsidized prices. Contract farming has historically been standard practice for the sugar industry and has recently been adopted by Pepsi Foods, Nijjer Agro Foods, Ponds (India) and Kissan.

KEY CONSIDERATIONS

The principal regulatory agencies are the Secretariat of Industrial Approvals (SIA) within the Ministry of Industry, the Reserve Bank of India, the Chief Controller of Imports and Exports (now redesignated as the Director General of Foreign Trade), the Company Law Board, the Securities and Exchange Board of India (SEBI) and the Stock Exchange authorities. The Ministry of Food Processing is the principal policy making body for the food processing and packaging sectors. The Ministry considers all project proposals connected with these areas.

Setting up in India

Canadian companies looking to invest in India can consider setting up their enterprise either by incorporating a company in collaboration with an Indian partner and/or with the general Indian public, or by incorporating a fully owned company, i.e., with 100% foreign equity. Other options include setting up a *liaison office* to perform liaison work connected with the overseas parent company's normal business activities. Such an office is not entitled to earn any income in India and expenses have to be met exclusively from funds received from abroad. A *branch office* can also be set up to carry on activities similar to those of the head office of the foreign company. A foreign company engaged in manufacturing and trading activities can open branch offices in India to undertake export or import activities as well as to represent the parent company in India, conduct research work or promote possible technical and financial collaborations. Permission for setting up a branch office can be obtained from the Reserve Bank of India.

Licensing

Most food processing industries have been de-licensed in recent years, and investors need only process an Industrial Entrepreneurs' Memorandum with the SIA. Three sub-sectors still require licensing (distillation and brewing of alcoholic beverages; sugar; animal fats/oils), and licenses are required for those food processing areas reserved for the small scale sector. These include: ice cream; pickles and chutneys; bread; biscuits; pastry; confectionery excluding chocolates;

synthetic syrups and artificial sweeteners (saccharine). In addition, a few food processing related packaging materials are reserved for the small sector, including waxed paper; corrugated paper and boards; paper bags and paper cups/plates.

Approvals

Any business undertaking to be set up with foreign financial or technical collaboration requires approval, either from the Reserve Bank of India or from the Government of India. The approval may be automatic in the case of identified high priority industries (including food processing) or trading companies that are primarily engaged in exports, provided that the venture satisfies certain specified conditions. For foreign investments higher than 51% in high priority industries and for any level in non-priority industries, approval is granted by the SIA on a case-by-case basis, depending on merit. These high-priority industries include:

- All food processing industries other than milk food, malted foods and flour, but excluding items that are reserved for the small scale sector (see Licensing).
- All items of packaging for the food processing industry, excluding items that are reserved for the small scale sector (see Licensing).
- Soya products including: soya texture proteins, soya protein isolates; soya protein concentrates; other specialized products of the soybean; and winterized and deodorized, refined soybean oil.

Approval of imports for test marketing is linked to the intention to invest. Firms may include plans for test marketing in their investment proposals which are submitted to the government Investment Promotion Board for approval. Firms seeking to test the market before submitting an investment proposal should first obtain approval from the Director General of Foreign Trade.

Manufacturing for Export

A number of processed food items have been identified as thrust areas for exports, including meat, tomato products, tropical fruit juices, pulps, concentrates and mushrooms. Exchange rate reforms have made Indian exports of processed food items extremely price competitive and exported items fetch attractive prices in rupee terms. In addition, export profits are exempted from income tax and duty free imports are available through the advance licensing scheme. The import of capital goods required for export production is permitted duty free or at concessional rates. The Indian EXIM policy allows imports of spares by end users and agents. Also, consultancy, designing and engineering firms who take up turnkey assignments are permitted to import food processing and packaging (FPP) machines and spares. Hiring of foreign technicians is allowed. Export quotas of dairy products are monitored by the Agricultural and Processed Food Products Export Development Authority (APEDA). APEDA does generic promotion of Indian food products overseas and offers subsidies on capital goods such as refrigerator trucks and cooling equipment for fruit and vegetable exporters.

India employs several re-export schemes which are designed to allow duty free imports for products for further processing and re-export of finished goods subject to value-added requirements. Briefly, these are:

Advanced Licences

Exporters may obtain licences to import raw materials and/or intermediate products duty free to produce products for export. However, in some cases, excise duties may prevail. Exports are subject to value added requirements.

Export Oriented Units (EOU) and Export Processing Zones (EPZ)

EOUs may be set up anywhere in the country and may import raw materials and capital goods duty free or at concessional rates for the production of finished goods for export. Agricultural units must achieve a minimum 20% value addition. EPZs are designated areas where manufacturing and/or processing activities are carried out for the purpose of export only. These zones are designed to provide an internationally competitive duty free environment at low cost for export production, through basic infrastructure facilities like developed land, standard design factory buildings, built-up sheds, roads, and assured power and water supply. Customs clearance facilities including clearing agents are available within the zones, as are banking and postal services. There are currently seven EPZs strategically located throughout India. All but the EPZ located in Santa Cruz are open to food processing ventures. Most EOU/EPZ units can sell up to 50% of their output and can dispose of rejects, up to a maximum of 5%, in the domestic tariff area. Applications for setting up an EOU must be filed with the SIA. To set up a unit in an EPZ, applications must be filed with the Development Commissioner of the EPZ concerned.

Importing

The Government of India allows the import of all food processing and packaging (FPP) machinery under the Open General Licence (OGL) System, with duties ranging from 25-50%. Import duties are expected to progressively decline. Imports of used FPP equipment are allowed. In the 1995/96 budget, several agricultural products were placed on the OGL list and can now be imported without a licence. These include non-fat dry milk (NFDM) and roasted or decaffeinated coffee in bulk. The government will generally allow imports of products for test marketing, provided the test marketer plans to establish production in India. Imports of samples were subject to a variety of restrictions in the past. However, customs recently announced that samples valued at rs. 2000 (US\$65) may be imported without restriction on the number of units. The value does not include insurance and freight and there is no limit on the number of consignments in a particular year. Exporters who earn sufficient foreign exchange and meet certain criteria may obtain Special Import Licences (SIL) to import certain consumer products. The SIL list is used to test the impact of imports on domestic supplies and ultimately, for easing products onto the OGL, as was the case with diabetic foods.

When local production has not been available or of high enough quality (e.g. orange juice, mozzarella, poultry, tomatoes and potatoes), the government has encouraged investors to establish backward linkages to domestic production, thus placing the burden of establishing quality domestic production on the investor, rather than permitting imports. The licensing and regulation requirements on intermediate goods used for processing make it very difficult to import them.

Restrictions

India uses a variety of import restrictions to protect its domestic agricultural market, including:

Non-Tariff Barriers

Negative List/Prohibited Items

Items on this list are prohibited and include tallow, fat, and/or oils rendered, unrendered or otherwise, of any animal origin; animal rennet and unprocessed ivory.

Negative List/Restricted Items

Most of the items on this list are only permitted with a licence, which effectively serves as a ban on imports. Included on this list is the *consumer products* category, which effectively bans imports of most consumer products of agricultural or animal origin. Since consumer products are defined as "any consumption good which can directly satisfy human needs without further processing", fruit and vegetables are subject to similar licencing requirements and are effectively banned. Exceptions to the ban on consumer products include dried fruit, wheat gluten, raw cashew nuts, sugar, vegetable oils, coffee (decaffeinated or roasted in bulk), diabetic foods, butter oil and non-fat dry milk (NFDM). Bulk products (which are not monopolized by government agencies) could be imported for further packaging or processing, albeit at high duty rates.

Negative List/Canalized Items (State Trading)

Imports of bulk commodities such as food grains are canalized through the Food Corporation of India (FCI). Vegetable oils are canalized through the State Trading Corporation of India (STC) and the National Dairy Development Board (NDDB); all other edible oils are freely importable. Import of oilseeds is canalized through the STC and the Hindustan Vegetable Oil Corporation (HVOC). Imports of these items typically occur when the Government of India is concerned about domestic shortages or inflation, and are subject to cabinet decisions regarding timing and quantity.

Tariff Barriers

In keeping with the Government's ongoing reform efforts, maximum applied duty levels have been reduced from 110% in 1991 to 50% in 1995/96. Tariff reductions are expected to continue in coming years. Exceptions include duties on alcoholic products (290%, lower for wine). Many excise duties (which are equivalent to countervailing duties on imports) on agricultural products have been reduced or eliminated in an effort to lower barriers to domestic food processing development.

Customs and Inspection

The definition of a consumer product allows import officials to freely determine what is considered ready for direct human consumption and what is not, leading to an ambiguous and therefore inconsistent trade policy. In addition, customs officials are often unfamiliar with foreign products. Importers should contact customs officials for a pre-shipment ruling on their product which will determine the applicable duty and whether the product is considered a consumer item. Recently, an Indian company participating with a US company in a joint venture

applied to import orange juice concentrate (at 65% duty) for use in food processing. The application was denied because the concentrate, in bulk, was determined to be a consumer product.

The export of meat products is subject to pre-shipment inspection. Various certificates must be obtained depending on whether the meat is chilled, frozen or canned. Consignments of fruit products intended for export are also subject to pre-shipment inspections. However, recognized Export Houses, Trading Houses and Star Trading Houses are exempted from this inspection. Recently the government exempted some food/fruit products from compulsory pre-shipment inspections, provided that the exporter has a legal letter from the overseas buyer stating that an official Indian agency pre-shipment inspection is not required.

FOOD LAWS AND REGULATIONS

Two main Government organizations deal with standardization and certification systems in food processing: The Bureau of Indian Standards (BIS) develops and certifies food processing and packaging standards; The Directorate of Marketing and Inspection (DMI) looks after the standards of raw agricultural produce. New food processing projects are encouraged to use EEC or USDA standards. Manufacturers complying with voluntary standards set by BIS or DMI can display the "ISI" and/or "Agmark Standard" labels on their products.

Compulsory legislation that investors should be aware of are listed below. Contravention can lead to fines and/or imprisonment.

- Prevention of Food Adulteration Act;
- Essential Commodities Act which includes:
 - *The Fruit Products Order* which regulates the processed fruit and vegetable sectors;
 - *Solvent Extracted Oils, De-oiled Meal and Edible Flour Control Order*;
 - *Vegetable Products Control Order*;
 - *Meat Products Control Order*;
 - *Milk and Milk Product Order*;
 - *Standards on Weights and Measures (Packaged Commodities) Rules*;
- Export (Quality Control and Inspection) Act;
- Agricultural Produce (Grading and Marking) Act.

TIPS FOR DOING BUSINESS IN INDIA

An understanding and appreciation of a country's cultural and business practices are as important as a sound market entry strategy. This is especially true of India, which for many entrepreneurs remains a market both mysterious and exotic. Here are a few tips for Canadians wishing to do business in India. For further insights, consult the booklet *Working with an Indian Partner: A*

Guide to Establish Effective Cross-Cultural Communication and Working Relationships in India, published by The Centre for Intercultural Training, CIDA. (See Part 3 for ordering information.)

- Indian agents are a vital link in India's complex selling processes. Most Canadian companies find an agent invaluable in guiding them through the maze of regulations and red tape. Find one who is well established in the Indian market and is familiar with the processing and packaging aspects of the food industry. These agents maintain close contact with government officials and decision makers in the industry and obtain advance information regarding potential business opportunities and the competition.
- Arranging for pre-clearance of any item you are planning to import is advisable.
- If you want to test market your product, obtain the necessary approvals beforehand since approval of imports for test marketing is linked to intention to invest.
- Take part in prominent Indian trade fairs related to food processing. A large number of end users and decision makers visit these.
- In addition to competitive price, quality and after sales service, end-users prefer the latest user-friendly machinery with an accompanying training package.
- Ensure that all documentation is complete and very precise, especially for the "carnets" used by many exporters to carry samples across borders and/or to ship demonstration models. This is also true for letters of credit and the wording used to describe goods being imported into India.
- The use of inspections services, such as SGS which has offices in both Canada and India, may be a worthwhile investment to facilitate the acceptance of goods in India and to meet the requirements of an irrevocable Letter of Credit.
- Financial terms should be communicated and/or confirmed in writing. Always indicate a money amount in both numbers and words to avoid any misunderstanding.
- Make sure your letterhead clearly conveys your company name, full mailing address (including "Canada"), telephone, telex, fax and e-mail numbers. If branch offices are listed, be sure to indicate where a response should be directed. Always personally and legibly sign your letters. People like to see who they're dealing with.
- Adjust yourself to the Indian pace of doing business. Delays are common and patience and understanding are essential. Plan on several visits before a decision is made.
- Business relationships in India are highly personal. Indians rarely discuss business with potential partners without first establishing close rapport, trust and confidence.

MARKET FOR PROCESSED FOODS

The Indian market for processed foods is currently estimated at \$3.2 billion and is expected to grow to \$5 billion by the end of 1997. Characteristics of the market supporting this anticipated growth are:

- a huge and growing middle class
- a large pool of younger consumers
- increasing urbanization
- more working women
- smaller family units
- emerging "curry in a hurry" lifestyle
- increasing quality and variety of products available
- shift from traditional products to modern products
- increasing demand for processed products

PART 2

OPPORTUNITIES

For the food processing sector, attractions for Canadian business include a huge potential market within the country, the availability of raw materials (as well as the growth potential for further development of raw material resources), and the high priority accorded to this sector by the government. India's abundant manpower, with technical education and skills at various levels and labour costs that are considerably lower than in developed countries, is another attraction. In addition, India offers an attractive low cost base for locating an export oriented unit in the food processing sector. In processed foods, a major element can be development of exports and foreign companies with buy-back and third country marketing arrangements can be very successful.

Processed foods in India are currently divided as follows:

Category	Market Size (\$m)	% of Total market
Bakery Products	210	6.5
Confectionery products	110	3.4
Fruits and Vegetables	40	1.3
Beverages	1000	31.2
Dairy Products	615	19.2
Western Foods	47	1.5
Oil and Fat	1175	36.7
Frozen Foods	9	0.3

Source: US International Trade Administration, *Packaging for the Food Processing Industry*, 1995.

PART 2

OPPORTUNITIES

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- emerging "curry in a hurry" lifestyle
- increasing quality and variety of products available
- shift from primary to packaged (convenience) foods
- increasing popularity of health, organic and environmentally friendly products

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Source: US International Trade Administration, *Packaging for the Food Processing Industry*, 1995.

With its high priority status with the government and its potential for profit, food processing is developing into a highly competitive sector. Several major foreign companies like Heinz, Baskin-Robbins and Cadbury Schweppes, McCain Foods and Seagram of Canada, Pepsico, Coca-Cola, Kelloggs, McDonalds, Pizza Hut, KFC, Continental Grain, Nemix (all of the USA), Galil Engineering of Israel, Alimenta and Turatti of Italy, Dalsem Veciap and Agricultural Engineering of Holland, Raymond John Kelly and Don Hodason of Australia and Henschel Export of Germany are some of the firms which have entered or are planning to enter the Indian market. These ventures bring the latest process techniques and food processing and packaging (FPP) equipment. Production includes tomato paste, ready-to-eat breakfast cereals, ice cream, soft drinks, snack foods, chewing gum, potato chips and spices.

A number of food processing items such as meat, tomato paste products, fast food, health food, breakfast cereals, tropical fruit juices, pulps, concentrates, preserved mushrooms and alcohol have been identified as thrust areas for exports. Many Indian firms are seeking joint venture partners along with the technology and equipment associated with the manufacture, marketing, handling and packaging of these food products. Some of these firms are listed in Part 3 of this report.

As India's food processing industry becomes more sophisticated, demand for quality intermediate food products and ingredients is expected to grow. Many of India's major food processing companies have expressed interest in importing intermediate food products such as cheese powders, flavourings, mixes and concentrates.

Seagram has invested in whisky production, the fruit juice sector and agricultural research in India.

BEVERAGES

Bottled Water

There is a growing awareness among Indians about the virtues of pure and filtered water, and for the emerging middle class, bottled water is seen as a status symbol. While imports of water into India is not permitted (it is a consumer product), Canadian companies can consider joint ventures with Indian companies in the processing/production of mineral water or the ozonization of spring water. Opportunity also exists for the provision of technical expertise and/or equipment for purification and bottling. Canadian water may be imported duty free, even when on the banned list, when the unit is set up for 100% export production.

Prime Water Canadian Ltd., of Edmonton has set up a plant for producing bottled water under a joint venture with Beltek (India) Ltd.

Soft Drinks

The soft drinks industry in India is selling branded beverages and has been growing at 4-5% annually for the past 3 years. The industry believes that this market will expand by 5-10% annually following the entry of MNCs such as Pepsi and Coca Cola. Orange, cola and lemon

flavoured soft drinks are well liked in India, with 65% of consumers preferring carbonated and 35% preferring non-carbonated brands. Among international market leaders, Pepsi and Coca Cola already have an established presence. In addition, many soft drinks (as much as 25% of consumption) are manufactured in the unorganized sector. The soft drink and snack foods project of the Coca Cola Company and Britannia Industries Ltd. is being set up at Mulshi. This joint venture, named Britco Foods Company Private Ltd., blends the concentrates for soft drinks in India and has introduced two brands - Coca Cola and Fanta. Pepsi plans to launch fruit based drinks soon.

Fruit Juice

The fruit juice and concentrate sector offers opportunities for expansion as an export-oriented industry, and is the focus of increasing foreign interest. India is a major producer of tropical and temperate fruits including mangoes, apples, pineapples, citrus fruits, bananas, papayas, guavas, litchi, sapota and grapes, with an annual production of about 27 million tonnes. Pepsi Foods and Coca Cola are the leading producers of fruit and soft drink products. Godrej, a leading producer of refined groundnut (peanut), soybean and sunflower oils, also produces fruit drinks and health beverages in consumer and bulk packs.

Beer and Alcoholic Beverages

There are currently 42 breweries in India, of which 28 are members of the All India Brewers' Association (see Part 3 for contact information). Leading foreign liquor brands are entering the market, estimated at a 20% annual growth rate. McDowell, the flagship company of India's United Breweries (UB) group, Mohan Meakins, Shaw Wallace and Hindustan Breweries are the major producers of alcoholic beverages.

Consumption of Alcohol in India

	<i>%</i>
Whisky	64
Brandy	17
Rum	14
Gin	4
Vodka	1

Source: CMIE

In 1994 a new beer policy was introduced by the Indian Government, allowing financial institutions to extend loans to beer projects with 100% foreign equity investment. In addition, the policy allows for increased production per unit, from 5,000 kilolitres (kl) to 20,000 kl, with provisions for special licences to exceed this ceiling. Although the demand for beer has been increasing steadily (approximately 400 million litres are produced annually), it is still mainly confined to urban centres. Malt is the main ingredient in Indian beer. Draft beer is popular in Mumbai and Bangalore where a large number of pubs operate. Micro-brewery kits and do-it-yourself brew kits do not apply to the Indian market, mainly because of licensing requirements and a general anti-drinking attitude, especially in non-urban areas.

Production of Beer In India

<u>Brewery</u>	<u>Production (million litres)</u>
The UB Group	150
Shaw Wallace & Co. Ltd.	75
Mohan Meakin Ltd.	75
Associated Breweries	40
Mysore Breweries	40
Others	20

Source: CMIE

As in Canada, beer is subject to strict regulation and high taxes. There are restrictions on the movement of liquor between states and such movements may carry taxes. However, this sector is offering more and more potential as regulations are relaxed and as urbanization progresses. While general import of beer and other liquor into India is not permitted, Canadian brewers may investigate joint ventures, both for the domestic market and for export.

CEREAL GRAIN PRODUCTS

India is the second largest producer of rice (79 million tonnes) and the fourth largest producer of wheat (58.5 million tonnes) in the world. Pulses and coarse grains (e.g. maize and millet) account for another 45 million tonnes of production. The grain processing sector is largely unorganized, although there are a few processors in the organized sector. Primary processors are estimated to account for 88% of the value of production in the sector. Secondary and tertiary producers process milled grain and its by-products and there is scope for the modernization of production technologies, the production of value-added products based on pulses and coarse grains, and packaged and branded products. Rice based products manufactured in India include puffed rice, instant rice, noodles and extruded snack products.

Kellogg's Indian factory, located at Taloja, manufactures ready-to-eat cereals from maize, rice, wheat, dried fruits and nuts.

Wheat

India grows 8% of the world's wheat. Eighty percent of the flour milled in India is consumed directly by the household sector for home baking and food preparation. The remaining 20% is used in the manufacture of bread, biscuits and other products, pasta products, breakfast foods and other instant foods. This latter production has been steadily increasing over the years and is expected to reach approximately 3.4 million tonnes by 1997. Ninety percent of this production however, is in the unorganized (cottage) sector. Of the large firms, Britannia Industries manufactures biscuits, bakery and soybean products. Corn Products (India) Ltd., a subsidiary of CPC International Inc., manufactures starch and glucose based food products. Opportunities exist for entrepreneurs to convert wheat and other food grains into starch, gluten, glucose and other derivatives, breakfast cereals, flakes and other ready-to-eat snack foods, in addition to the traditional use of the cereals and food grains.

Parax Development International Inc. signed a memorandum of understanding to work with Specsime Engineering Pvt. Ltd. of Mumbai on a variety of projects in Canada and India, including the processing of by-products used in the ethanol industry to create fibres for breakfast foods and other items. This MoU was signed during the Team Canada trade mission in January 1996.

FOOD PROCESSING BIOTECHNOLOGY

Food processing biotechnology is broadly defined as the use of biotechnology to develop products for agricultural productivity, food safety and nutrition, human and animal health care, environmental improvement and/or sustainable development. It plays a key role in food production and processing. It has been applied to the food industry to improve colour, scent, and taste; readjust the nutritive composition; raise quality and grade; prolong the shelf-life of food products; or to perform certain functions in processing operations. Canadians have long been among the world leaders in agricultural and food research, and recently have demonstrated leadership in several key branches of biotechnology. India is a ripe recipient for this technological sophistication as it looks to improve yields and agro-based products. For instance, biotechnology promises a new revolution in the dairy industry. Potential areas of application include improved dairy starters, cultured milk products, food grade biopreservatives, production of dairy enzymes, acceleration of cheese ripening, biological stabilization of dairy wastes and efficient whey utilization. Biotechnology's contribution to sustainable agriculture in India includes tissue culture for multiplication of bananas, cardamom, forest trees, gradual replacement of chemical pesticides by biocontrol and biopesticides, use of biofertilizers that enhance nitrogen fixation, new vaccines for animals and embryo transplants for production of superior calves. To increase milk production, the Government's emphasis has been on replacing indigenous low yielding buffaloes and cattle with high yielding cross bred ones through artificial insemination.

FROZEN FOODS

Inadequate refrigeration and cold storage facilities are the key reasons for the under-development of this sector of the food processing industry in India. Canadian companies might wish to investigate opportunities for furnishing equipment and expertise in these areas. Two of the major producers of frozen fruits and vegetables in India are Terai Foods Ltd. and the National Dairy Development Board.

Ice cream

Per capita consumption of ice cream is just 0.1 litres, compared with 5-8 litres in Scandinavian countries and 22 litres in the USA. Most ice cream is consumed in ice cream parlours and restaurants, partly because many Indian homes lack refrigerators, but mainly because ice cream is still too expensive for most to eat regularly. Many companies rely on regional marketing and franchised ice cream parlours to overcome infrastructure inadequacies. However, the recent entry of multinational corporations such as Lipton and Baskin-Robbins, should see the market increase dramatically.

FRUIT AND VEGETABLE PRODUCTS

India has:

- the second largest production of fruits and vegetables in the world
- a wide range and variety of fruits and vegetables (both tropical and temperate)
- limited food processing (1% of production)
- used contract farming successfully to source raw materials in required quantities and quality
- a limited but expanding domestic market
- good export potential in this sector

Production of Processed Fruits and Vegetables, 1995

	%
Ready-to-Serve Beverages	27.00
Canned/Bottled Fruit & Vegetables	3.69
Fruit Juice	3.28
Fruit Pulp	22.51
Jams/Squashes(fruit drinks)/Syrups	7.45
Fruit Juice Concentrate	0.95
Pickles, Preserves & Chutneys	11.00
Dehydrated fruits & Vegetables	2.22
Frozen Fruits & Vegetables	9.36
Tomato Products, including ketchup & sauce	8.05
Other	4.49

Source: *Food Processing Industries in India: Investment Opportunities, 1995/96*, Government of India

The fruit and vegetable processing industry in India is highly decentralized, with 70% of food processing units found in the cottage and household sectors (production less than 50 tonnes per annum), 17% small scale (annual production per unit of 50 to 250 tonnes) and 13% well known Indian and multinational companies with various production capacities.

The industry has been growing rapidly, by more than 20% per annum for 1994 and 1995 (30% in 1992 and 1993). Production is valued at US\$45-\$75 million, with the span owing to the difficulty in measuring the small scale and cottage sectors. Currently, 30%-40% of total agricultural output goes to waste due to poor post-harvest management, inadequate cold storage and processing facilities, underdeveloped market/road infrastructure, inadequate market information services, low levels of productivity and fragmented holdings. Increased food processing and new technologies are seen as the way to decrease the amount of fruits and vegetables that are lost due to spoilage, and recent government incentives and policies reflect this. Additionally, increased food processing will help balance seasonal production factors.

Domestic demand

It is estimated that three-quarters of processed fruit and vegetable output is consumed domestically. Demand is for standard items such as ketchup, jams, fruit juice and pickles. Of the domestic market, approximately 54% is household demand and 46% institutional (hotels, airlines, hospitals and defense services). The tourism component of the institutional market is rapidly growing as international, domestic, business and leisure travel increase.

Exports

Partly because of the limited domestic demand, the processed fruits and vegetables industry is far more export-oriented than most other industries, exporting nearly a quarter of its production. Yet this accounts for only 1% of world trade in processed foods. Major export products include dried and preserved vegetables, mango and other fruit pulps, jams, fruit jellies, canned fruits and vegetables, dehydrated vegetables, frozen fruits, vegetables and pulps, freeze dried products and traditional Indian products like pickles and chutneys. The main markets are Russia and other republics of the Commonwealth of Independent States (CIS), the U.K., the U.S., the Middle East and Germany.

India's export advantage in this sector arises from the abundance of raw material. The enormous variation in climatic and soil conditions in different regions gives rise to a diversity and abundance of fruits and vegetables, both tropical and temperate. Additionally, it has an advantage in terms of growing seasons. Tomatoes, for example, grow throughout the year. Similarly, many spring and summer fruits and vegetables of temperate countries are grown in the winter in India. Canadian companies with expertise in the manufacture of a variety of valued-added fruit and vegetable products can investigate this sector, for both the growing domestic market and to take advantage of the incentives available for export-only units.

Selected Sub-Sectors

Fruits

The major fruits grown are mango, banana, citrus, apple, guava, pineapple, papaya, litchi and grapes. Production in 1992-93 was estimated at 33 million tonnes, cultivated over 3.21 million hectares.

Vegetables

Vegetables are grown on 5.1 million hectares, with the current production (excluding root and tuber crops) estimated to be 71 million tonnes. In addition, 15 million tonnes of potatoes and 5.7 million tonnes of onions are produced. Almost all varieties of vegetables are grown in India. The major crops are roots and tubers such as potatoes, onions and garlic; green vegetables such as brinjal, peas, beans, okra, cabbage, cauliflower, gourds, spinach, carrots and radishes. Plantings of asparagus, broccoli and celery are increasing, mainly to cater to demand from cities and the export market.

Mushrooms

India, with cheap manual labour and abundant agro-wastes, has immense potential to competitively produce large quantities of mushrooms for the international market. Mushrooms are a low-volume, high-value commodity (especially some of the more exotic varieties, such as oyster, shiitake and black ear), and as such fit well into government programs for promoting exports of agro-based products. Opportunities exist in exporting various types of canned or preserved mushrooms to foreign markets.

Potatoes

Opportunities exist for processed potato products such as french fries, potato chips, etc., both in the domestic urban Indian market and for exports. In 1994 the cost of potato production in the Punjab was much lower than the export price, indicating a potential for exports. It is estimated that the installed capacity for processing potatoes is less than 1% of the annual harvest. The production chain (from cultivation and harvesting to storage) for potatoes is still quite primitive, resulting in under-potential of the crop and in a high percentage of spoilage. With high potato-user multinationals, such as McDonalds, poised to enter the Indian marketplace, the time is ripe for potato processing plants and the modernization of the sector, including technologies for potato harvesting, storage, energy conservation, irrigation and disease control.

Apples

Given the abundance and variety of apples grown in India, opportunities exist for the processing of apples for juice, jams or candy purposes, both for the domestic and foreign markets.

Onions

India is currently second in the world in total onion production. Potential exists for processing onions into dehydrated onion powder and ingredients for spices.

Pulp and Fruit Juices

The majority of fruits grown in India could be processed into fruit juices and pulp in fresh and frozen form as well as into other beverages utilizing fruit juices.

During the Team Canada trade mission to India in January of 1996, Richberry Farms Ltd. of Richmond, B.C., signed a memorandum of understanding with Parjan Bros. of Delhi to manufacture, produce and sell agro-based products in India. Initially, both parties have agreed to trade agro-based products, valued at \$8 million. They also plan to establish agricultural operations and undertake food processing activities, which are valued at \$18 million.

PACKAGING AND EQUIPMENT

The Indian Food Processing and Packaging Equipment (FPP) segment is expanding rapidly. The 1994/95 market was estimated at \$415 million and growing 30% annually. Both semi- and fully automatic FPP machinery are made locally, supplying 80% of domestic demand. Domestic manufacturers produce a limited range of FPP machinery for rigid containers, corrugated boxes, plastic forming, bottling liquids, equipment for pre-chilling fruits and processing specific types of fruit and vegetables, automatic form fill and sealing machines for packing teas and other food products, shrink-wrapping, vacuum packing, nitrogen flush packing, air pressurized packing, etc.. Major suppliers of imports are Germany (35% import market share), USA (25%), UK, Sweden, Italy and Japan. Market demand for FPP machinery related to dairy products, processed foods, vegetable and fruit processing and edible oils is expected to grow. A number of large corporations are engaged in the manufacture of packaging materials, packaging forms and packaging machinery and systems. Among these are Tetra-Pak, India Foils, Cosmo Forms, Garware Polyester and Plastics, Mazda Packaging, Bajaj Plastics, Pearl Polymers, Kesoram Industries, Metal Box, Asian Cans and Closures and Poysha Industries.

Packaging costs for the food processing industry tend to be relatively high and the availability of new materials is somewhat limited. However, with increasing volumes of demand and competition, availability is expected to improve and costs are expected to come down. In addition, the value of packaging as a marketing tool is now becoming widely acknowledged, especially for products intended for export. While a large proportion of raw materials required for production of packaging are available domestically, a substantial amount of tin and plastics have to be imported. Although freight and duties make imports expensive, duty free or concessional duties on imports and the duty drawback system justify their use for packaging products intended for the export market. India currently imports metallized multi-layer films of PET/BOPP/Nylon, aseptic packaging, Tetra packs, composite cans for liquid products, sterile packaging, recyclable and reusable packaging products. Cadbury India Ltd., Nestlé India Ltd., Hindustan Lever Ltd., Milkfood, Smith Kline and Beecham Ltd., Britannia and Dalmia Industries, in addition to government owned firms such as the National Dairy Development Board, state owned milk cooperatives and agro-industries corporations are major consumers of FPP machinery.

Canadian companies can investigate opportunities in:

Dairy products: machinery to process 100,000 litres of milk/day; milk vending machines; equipment used in the manufacture and packaging of milk powder; homogenizers; continuous butter making; self-cleaning type separators; butter molding and wrapping.

Fruits & Vegetables: prechilling, refrigeration, IQF/blast freeze systems; continuous drying systems; aseptic unit packs for processing large quantities; cleaning/sorting/grading fruits and vegetables; fruit waxing and polishing.

Spices: spice sterilization plants; oleoresin processes; super critical carbon dioxide extraction plants; cleaning and grading systems.

Oilseeds: rice bran extraction; protein isolates from oilseed extraction; modern expeller/refining systems.

Other: machinery for cleaning containers; preparation of meat and poultry; filling and closing bottles; aerating beverages; brewery; milling; cereals; molding machines for plastic and thermoplastic; container labelling; packing/wrapping; can sealing.

Pepsico has a new joint venture in Madras to manufacture the pellets for PET bottles in Europe.

POST-HARVEST MANAGEMENT AND TECHNOLOGY

Post-harvest losses are very high (roughly 30-40% of total production) due to a variety of reasons as previously mentioned. Improved post-harvest technology is key to decreasing this wastage. Current techniques must be upgraded with up-to-date machinery, increasing know-how and the expanded use of contract farming. Quality management programs must involve the training of specialists and growers. The role of extension education in production and post-harvest management of onion and garlic was studied in India. The results showed that effective technology transfer resulted in increased production and productivity and reduced microbiological spoilage during storage. Sensitive varieties of mangoes such as Dashehari and Chausa in particular suffer from high post-harvest losses. There is also a lack of adequate storage facilities for mangoes and potatoes and appropriate packaging must be developed to prevent losses during transit. Canadian firms can investigate opportunities existing in this sector.

British Columbia and India have agreements for mutual cooperation in the agricultural sector. The Department of Agricultural Research and Education (India) is involved in joint research and development of a Modified Atmosphere Package (MAP) system with assistance and technology transfer from British Columbia. This includes development of new functional types of barrier and permeable polymeric films for effective MAP systems, and training of Indian scientists on post-harvest process technology of fruits at the Department of Food Sciences of the Universities of Alberta and British Columbia in Vancouver.

POULTRY AND LIVESTOCK

India has:

- the largest cattle population in the world, but comparatively low meat production
- a ban on cow slaughter in most states and a national ban on exports of beef and beef products
- few large corporate players in this sector
- an absence of meat growing farms
- a large potential for organized, scientific facilities (including cold chains) for rearing and slaughtering meat producing animals
- the potential for developing a market for ready-to-cook and ready-to-eat products

India's animal resources are substantial when measured in terms of numbers. However, most animals are not reared for meat. Cattle are mainly reared for milk and as draught animals. Sheep are reared for wool. Goats are reared for both milk and meat. While pigs and poultry are reared for purposes of meat, they are not generally bred along organized or scientific lines. Current production of meat and poultry products (excluding eggs) in India is estimated to be almost 4 million tonnes per annum. India's domestic poultry industry is growing at an annual rate of 15% (current per capita consumption is 0.6 kg/year). Egg production has increased steadily over the past decade to about 23,000 million, and this momentum is expected to continue in the future. Exports of meat and meat preparations to neighbouring countries, especially the Middle East, have increased steadily over the last few years.

Indians generally eat fresh, rather than processed meats, although ham, salami, sausages and bacon are gaining in popularity. Goat meat, pork products, chicken and eggs are most popular, although the meats of other cattle (like buffaloes), sheep, other animals and birds are also consumed. Beef is consumed by only a small portion of the population. Buffalo meat is soft, has low cholesterol and a high hemoglobin content. A large potential market can therefore be tapped if these properties can be successfully exploited in the marketing of buffalo meat. Poultry meat is accepted by most of the Indian population, and even vegetarians are starting to accept eggs as an important part of their diet. With growing urbanization and an increasing consumer demand for a variety of quality products including ready-to-eat and semi-processed poultry and meat products, this sector is expected to grow rapidly.

The poultry and meat producing industry in India has traditionally been confined to the unorganized sector, with many small rural farms supplying the bulk of production. Consequently, there have been limited investments in technology. There are about 3600 licensed slaughter houses in the country, but many animals continue to be slaughtered in small cottage establishments. The licensed slaughter houses are outdated and use primitive technologies for the production of meat. There are very few modern facilities, although a few exist for bacon and pork processing. Recently, the poultry industry has become established in the organized sector, although much remains to be done to improve yields and quality. The establishment of efficiently organized processing facilities for both poultry and meat products are areas worth exploring.

SNACK FOODS

Confectionery, chocolates and other cocoa products

India produces a wide range of cocoa and non-cocoa based confectionery items. Various other cocoa based products are also manufactured and marketed as consumer products. 12,769 tonnes of chocolates was produced in 1992. Several confectionery companies with established brands and market presence are active in India, including Cadbury India, Nutrine Confectionery, Parke Davis (India), Procter and Gamble India, Nestlé India, Campco and Gujarat Cooperative Milk Marketing Federation. Production of confectionery items, other than chocolates, is reserved for the small scale sector. The organized sector chiefly caters to urban areas and the export market, while the small scale and cottage sectors cater to the semi-urban and rural segments. The market for these products is buoyant and expected to develop steadily in the future. About 260 tonnes

of chocolate and confectionery are exported, mostly to Canada, Nepal, Sri Lanka, Australia and Saudi Arabia.

Semi-Processed and Ready-to-Eat Foods

About 15,000 tonnes of ready-to-eat extruded foods was produced in 1992, and the market is estimated to be growing at a rate of 20% per year. The industry is in an emerging phase, and the recent entry of some large MNCs such as Kelloggs and Pepsico (which produces potato wafers in association with Punjab Agro Industries Corp.), will give it an added boost. Many snack foods such as chips, pappads and savouries are manufactured from extruded lentils, with the most popular being those spiced for the Indian palate. Ready mixes such as gulab jamun (a sweetmeat) and canned or pouched ready-to-eat curries are also growing markets in India.

During the Team Canada trade mission in January 1996, Micro-Chem Laboratories Inc., of Mississauga, Ontario, (a food industry consulting company) signed a \$2 million memorandum of understanding with Garg Trading Co. of Delhi to create a joint venture which will manufacture convenience foods such as instant pudding mixes and instant drink crystals. The company to be formed in India, Indo-Canadian Foods Ltd., will have Garg Trading Company and Food Concepts International Inc. of Mississauga, Ontario, as equity partners. Micro-Chem will provide technology for setting up the manufacturing operation and receive royalty payments and fees for technical expertise.

SPECIALTY FOODS

Soya Products

India produces approximately 20 million tonnes of soybeans per year, about 1.8% of total world production. Several soybean processing companies have opened over the past ten years, for the manufacture of soya based oils, soya milk, soya nuggets, soya flour, texturized soya foods and soya snacks. There is a significant corporate presence in this business and a fair amount of market development effort has already taken place. With increasing health awareness, the demand for soya based products is expected to increase.

Hotels and Restaurants

With increasing foreign and domestic tourist traffic, the approved hotel room capacity is currently being doubled to 88,000. Although India bans or restricts imports of most food products, hotels may import if their foreign exchange earnings justify it. Hotels and tourist related businesses can obtain import licenses for consumer food products, limited to no more than 10% of the previous year's foreign exchange earnings for hotels and 2.5% for restaurants and tourist operations. Hotels may import almost any food product except beef and beef products, mineral water and aerated soft drinks, beer and gin. Imported foods are generally used in specialty restaurants, such as Chinese, Japanese, continental, French and Italian because local ingredients for such foods are not available or are of poor quality. These hotels and restaurants have found that their customers (mostly business people from North America, Europe, Israel, Japan and Korea) are willing to pay a premium price for quality imports.

DAIRY PRODUCTS

India:

- is the third largest milk producer in the world
- has current annual milk production of 63.5 million tonnes, and growing steadily
- experiences seasonal variations in milk production
- has the potential for investment in value-added products
- averages a 9% annual increase in demand for milk and milk products, with production continuing to lag behind demand

Currently, the consumption of liquid milk accounts for about 46% of total production, with the remaining 54% being converted to milk products, mostly by the non-organized sector.

Estimated Annual Production of Dairy Products, 1994

	'000 Tonnes
Milk Powder	141
Baby Food	54
Condensed Milk	8
Ghee	75
Table Butter	18
Cheese	3
Ice Cream (kl)	30
Malted Milk Foods	44

Source: *Food Processing Industries in India: Investment Opportunities, 1995/96*, Government of India

Buffalo milk is generally preferred over cow's milk due to its higher fat content (7% vs. 3.5%), higher total solids (an average of 16% vs. 12%) and higher calcium, phosphorus, lactose and protein content. The cooperative sector continues to dominate liquid milk marketing in the organized sector, handling 80-90% of total milk retailed. Private dairies market branded liquid milk in the metropolitan areas. The private sector focuses mainly on the production and marketing of value added milk products such as ghee (clarified butter), milk powder and paneer (cottage cheese), where the profit margin is higher. Major dairies are Amul Dairy, Kaira (Gujarat State), Sagar Dairy (Mehsana, Gujarat), Mother Dairy (Delhi, Madras, Calcutta), Delhi Milk Scheme, Aarey Milk Dairy and Mahanand and Gokul Dairy (Mumbai).

Milk and milk products have traditionally formed an important part of the average Indian diet. New value-added products such as desserts, puddings, custards, sauces, mousse, stirred yogurt, nectars and sherbets are quickly gaining acceptance in the growing middle class market, and manufacturers use intensive advertising and promotion to sell their products. There are a large number of branded products, both regional and national. Some of the dairy cooperatives have

also successfully launched and established their own brands. Brands from multi-nationals like Heinz, Lipton, Nestlé and Unilever are popular with Indian consumers, and Baskin-Robbins recently made its debut. There are restrictions on the export of certain dairy products, although export reforms and the decanalization of many dairy products are opening up a number of items to the export market.

India is one of the world's largest and fastest growing markets for milk and milk products. The profitability of the industry has been good. A vast market for dairy products is developing with the increase in disposable incomes. In addition, the growing affluent middle class is embracing milk and milk products as healthy choices and an important part of their diet. Canadian companies can investigate areas such as the upgrading and modernization of dairy processing facilities, including:

Raw milk handling which needs to be upgraded in terms of physio-chemical and microbiological attributes of the milk collected. The use of clarification and bacto-fugation for raw milk processing can help improve quality and upgrade finished products.

Milk processing efficiencies which are needed to improve yields, reduce waste, control costs, save energy and extend shelf life. Desired changes would include the introduction of Good Manufacturing Practices and adoption of HACCP to conform to international practices and help upgrade domestic and export market capabilities. Implementation of a cold chain is needed for proper storage and transportation of dairy products.

Better packaging which can help retain the nutritive value and extend the shelf life of packaged products.

Melville Ridge Holdings Ltd., their Canadian partner, Farmers Cooperative Dairy Ltd. (both of Halifax, Nova Scotia), and Shivamrut Dudh Utpadak Sahakari Sangh Ltd. (SDUSS) of Mumbai, signed a letter of intent to invest \$6 million to open a modern dairy plant in Akhluj, a town southeast of Mumbai, during the Team Canada trade mission in January of 1996.

IN INDIA

Government Contacts

Agricultural and Processed Food Products Export Development Authority (APEDA)

3rd floor, Ansal Chambers 2

6 Bhikaji Cama Place, New Delhi 110 066

Tel: 11-687-2141/2148/Fax: 11-687-2142

Mr. Gopal Pamaik, Chairman

Mr. S. Kankar, General Manager

Export promotion and product development of agricultural and processed foods

Foreign Investment Promotion Board

Prime Minister's Office,

New Delhi 110 011

Mr. Rajesh Kakkar, Acting Director

Tel: 11-331-6927/Fax: 11-361-6857

Is the approving authority for foreign investments

Indian Council of Agricultural Research

Krishi Bhavan

Dr. Rajendra Prasad Road

New Delhi 110 001

Tel: 011 338 8991/ Fax: 011 338 7293

Dr. R.S. Prada, Director-General

India Trade Promotion Organisation

A Government of India Enterprise

Pregani Malan, Mathura Road, New Delhi 110 001

Fax: 11-331 8142 / 7896

Ministry of Food Processing Industries

Government of India

Khet Gao Marg, Panchsheel Bhavan

New Delhi 110 001

Tel: 11-301 2107/301 3045/Fax: 11-301 1770

Mr. N. Mohan, Secretary

Mr. C.K. Bani, Joint Secretary

Ms. Nutan Guha Biswas, IAS, Deputy Secretary

Mr. R. K. Bansal, Director

Established to promote agro-processing and has both a developmental and a regulatory role.

It plans for and facilitates the growth of the entire sector; sponsors "Food processing

projects; can offer clarification on government policy, as well as assistance in identifying

both sources of data and agencies/institutions at the time of project conceptualization and

planning. The Ministry also administers some regulations related to the sector. West Bengal

operates a separate department of food processing industries.

PART 3

CONTACTS

To direct dial any of the following contacts, use:

011-91-city code and local number provided in the lists.

also successfully launched and established their own brands. Brands from multi-nationals like Heinz, Lipton, Nestlé and Unilever are popular with Indian consumers, and Baskin-Robbins recently made its debut. There are restrictions on the export of certain dairy products, although export reforms and the decanalization of many dairy products are opening up a number of items to the export market.

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Raw milk handling which involves the control of chemical and microbiological attributes of the milk. Cold storage and pasteurization and bacteriostats for raw milk processing can help improve quality and upgrade finished products.

Milk processing efficiencies which are needed to improve yields, reduce waste, control costs, save energy and extend shelf life. Desired changes would include the introduction of Good Manufacturing Practices and adoption of HACCP to conform to international practices and help upgrade domestic and export market capabilities. Implementation of a cold chain is needed for proper storage and transportation of dairy products.

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Melville Ridge Holdings Ltd., their Canadian partner, Farmers Cooperative Dairy Ltd. (both of Halifax, Nova Scotia), and Shivamra Doodh Utpadak Sahakari Sangh Ltd. (SDUSS) of Mumbai signed a letter of intent to invest \$5 million to open a modern dairy plant in Alchij, a town southeast of Mumbai, during the Team Canada trade mission in January of 1996.

IN INDIA

Government Contacts

Agricultural and Processed Food Products Export Development Authority (APEDA)

3rd floor, Ansal Chambers 2

6 Bhikaji Cama Place, New Delhi 110 066

Tel: 11-687-2141/2148/Fax: 11-687-5016

Mr. Gokul Patnaik, Chairman

Mr. S. Kankan, General Manager

Export promotion and product development of agricultural and processed foods.

Foreign Investment Promotion Board

Prime Minister's Office, South Block

New Delhi 110 011

Mr. Rajesh Kakkar, Acting Director

Tel: 11-301-0927/Fax: 11-301-6857

Is the approving authority for foreign investment.

Indian Council of Agricultural Research

Krishi Bhavan

Dr. Rajendra Prasad Road

New Delhi 110 001

Tel: 011 338 8991/ Fax: 011 338 7293

Dr. R.S. Raoda, Director-General

India Trade Promotion Organization

A Government of India Enterprise

Pragati Maidan, Mathura Road, New Delhi 110 001

Fax: 11-331 8142 / 7896

Ministry of Food Processing Industries

Government of India

Khel Gaon Marg, Panchsheel Bhavan

New Delhi 110 001

Tel: 11-301 2107/301 3045/Fax: 11-301 1770

Mr. N. Mohanti, Secretary

Mr. C.K. Basu, Joint Secretary

Ms. Nutan Guha Biswas, IAS, Deputy Secretary

Mr. R. K. Bansal, Director

Established to promote agro-processing and has both a developmental and a regulatory role.

It plans for and facilitates the growth of the entire sector; sponsors food processing

projects, can offer clarification on government policy, as well as assistance in identifying

both sources of data and agencies/institutions at the time of project conceptualization and

planning. The Ministry also administers some regulations related to the sector. West Bengal

operates a separate department of food processing industries.

Ministry of Agriculture

Government of India

Krishi Bhawan, New Delhi 110 001

Tel: 11-338 1363/Fax: 11-338 6004

Dr. G. Balakrishnan, Secretary

Ms. Sarita J. Das, Joint Secretary

Ministry of Environment and Forests

Paryavaran Bhavan

C.G.O. Complex II, Lodi Road

New Delhi 110 003

Tel: 011 436 1509/Fax: 011 436 3957

Ministry of Food

Government of India

Krishi Bhavan, New Delhi 110 001

Tel: 11-338 3911/Fax: 11-378 2213

Dr. Sone Lai, Joint Commissioner (S&R)

Dr. M.H. Gawai, Deputy Commissioner (S&R)

Mr. S. P. Jakhanwal, Secretary (Proc. & Distr)

Mr. Arun Sinha, Secretary (Food)

Mr. Surinder Kumar, Joint Secretary (Proc. & Distr)

Mrs. Sushma Nath, Joint Secretary (Food)

Reserve Bank of India

Exchange Control Department

Shaheed Bhagat Singh Marg

Post Box No. 1055, Mumbai 400 023

Tel: 002 266 1602 Fax: 022 265 330

Foreign exchange management; approvals of foreign investment and foreign technical agreement.

Secretariat for Industrial Approvals

Ministry of Industry

Government of India

Udyog Bhawan, New Delhi 110 001

Tel: 11-301 1815/ 301 2667

Receives proposals for 100% foreign equity in 100% Export Oriented Units (EOUs) and foreign investments outside the purview of the Reserve Bank of India (RBI); answers queries from Indian and foreign entrepreneurs relating to the law, procedures and practices governing investments industries in India.

Business Associations

Agriculture and Agro-Based Industries Committee

PHD Chamber of Commerce and Industry

PHD House, Opp. Asian Games Village, New Delhi 110 016

Tel: 11-686 3801/Fax: 11-686 3135

All India Food Preservers' Association

206 Aurobindo Place

Hanz Khaz, New Delhi 110 016

Tel: 11-651-0860/651-8848

Fax: 11-651-0860

All India Manufacturers' Organization

Jeevan Sahakar

Sir P M Road, Mumbai 400 001

Tel: 22-266 1016

Associated Chambers of Commerce and Industry of India (ASSOCHAM)

Allahabad Building

17, Parliament Street, New Delhi 110 001

Collation and dissemination of information to entrepreneurs and representative services to the Government of India and industry.

Confederation of Indian Food Trade and Industry (CIFTI)

Federation House, Tansen Marg, New Delhi 110 001

Tel: 11-331 9251 /Fax: 11-332 0714

Ms. Rekna Sinha, Secretary

Promotion and development of food processing industries.

Confederation of Indian Industry (CII)

23, 26 Institutional Area

Lodhi Road, New Delhi 110 003

Tel: 11-462 9994/Fax: 11-462 6149

Collation, interpretation and dissemination of information; advisory, consultative and representative services to the Government of India and industry.

Federation of Indian Chambers of Commerce and Industry (FICCI)

Federation House

Tansen Marg, New Delhi 110 001

Tel: 11-331 9251

Collation and dissemination of information to entrepreneurs and representative services to the Government of India and industry. Recently identified the food processing industry as a major thrust area.

Federation of Indian Export Organizations (FIEO)

PHD House, 3rd Floor
Opp. Asian Games Village, New Delhi 110 016
Tel: 011 685 1310 Fax: 011 686 3087

Provides information to export organizations about export possibilities and foreign markets.

India-Canada Cooperation Office

d 1/56 Vasant Vihar
New Delhi 110 057
Tel: 11-668 4051/Fax: 11-688 6236

India Investment Centre

Jeevan Vihar Building
Sansad Marg, New Delhi 110 001
Tel: 011 373 3673 Fax: 011 3732 245/3733 712

Assistance in establishing joint ventures in India and abroad, technical collaboration and nodal agency for investment in India by non-resident Indians.

Indian Packaging and Allied Machinery Manufacturers Association

F-1/16, Ansari Road
Daryaganj, New Delhi 110 002
Tel: 11-327 2753 Fax: 001 327 9436

National Agricultural Coop Marketing Federation of India Ltd. (NAFED)

Sidhartha Enclave
Ashram Chowk, Ring Road, New Delhi 110 014
Tel: 11-683 2293/Fax: 11-684 0261
Mr. Brij Bhandu, Managing Director

Sectoral Agencies

Central Food and Technological Research Institute (CFTRI)

Mysore 570 013
Tel: 821 22304/Fax: 821 521713

Training and research activities for the agri-food sector, including post-harvest technology, conservation techniques, creating packaged/convenience foods and manufacturing equipment, developing quality control processes.

Indian Agricultural Research Institute

Pusa Complex, New Delhi 110 012
Tel: 011 575 4595/Fax: 011 576 6420
Dr. R.B. Singh, Director

Indian Institute of Horticultural Research

Hessarghatta Lake P.O. Bangalore 560 089

Tel: 080 846 6353 Fax: 080 846 6291

*Research and development of horticultural varieties.***Indian Institute of Packaging**

E-2, MIDC Area, post Box No. 9432

Chakala, Andheri (East), Mumbai 400 093

Tel: 22-821 9803/Fax: 22-837 5302

National Dairy Development Board (NDDB)

P.B. 40 Anand (Gujarat) 388 001

Tel: 02692 401 68/02698 401 64 Fax: 02692 401 58

*Promotion and development of dairying, animal husbandry, food and agriculture, fisheries and cold stores in the country.***National Dairy Research Institute**

Kamal 132 001

Tel: 0184 252 800 Fax: 0184 250 042

*Research and development of milk products technology in India.***National Horticulture Board**

85 Institutional Area, Sector 18

Guragon, Haryana 122 001

Tel: 0124 341 255 Fax: 0124 342 991

Post Harvest Technology Centre

P.O. IIT, Kharagpur 721 302

Tel: 03222 55 221/03222 55 605 Fax: 03222 553 031

*Deals with the engineering aspects of paddy processing.***Canadian Contacts In India****Canadian High Commission**

7/8 Shantipath, Chanakyapuri

New Delhi 110 021

Tel: 11-687 6500/Fax: 11-687 5387 / 687 6579

E-mail: td.delhi@delhi01.x400.gc.ca

Consulate of Canada

41/42 Maker Chambers VI, 4th Floor

Jamanalal Bajaj Marg, Nariman Point

Mombai 400 021

Tel: 22-287 5479 / 287 6027/Fax: 22-287 5514

E-mail: Consulate.Canada@coc.Sprintprg.sprint.com

India-Canada Cooperation Office (ICCO)

D 1/56 Vasant Vihar

New Delhi-110 057, India

Tel: 11-688 4051/Fax: 11-688 6236 / 6078

A program support unit set up by CIDA, it has a roster of consultants experienced in conducting feasibility, sectoral and strategy studies.

Bonded Stores, Diplomatic Commissaries and Hotels

American Embassy

Commissary Manager

Chanakyapuri, New Delhi 110 021

Tel: 11-602557, 600651/2743 / Fax: 11-6872028

Asian Hotels Ltd.

General Manager

Bhikaji Cama Place, New Delhi 110 066

Tel: 11-602231/ Fax: 11-6882529

British High Commission

Mrs. Diane Burns, Commissary Manager

Shantipath, Chanakyapuri, New Delhi 110 021

Tel: 11-687-2161/Fax: 11-687-2882

Canada, Australia, New Zealand Association

c/o Australian High Commission

Chanakyapuri, New Delhi 110 021

Tel: 11-6885556 / Fax: 11-6885199

Continental Sales Emporium

Mr. S. P. Marwah

12 AB Community Centre

Safdarjung Enclave, New Delhi 110 029

Tel: 11-607356, 607955, 67718 / Fax: 11-6873636

Diplomat Stores

Mr. Roop Madan, General Manger

C-1 Shopping Centre

Vasant Vihar, New Delhi 110 057

Tel: 11-672126, 6881138 / Fax: 11-6881136

East India Hotels

Mr. P.R.S. Oberoi, Managing Director

7 Sham Nath Marg, Delhi 110 054

Tel: 11-291-4841/Fax: 11-292-9800

Mohan Lal & Co.

Mr. Mukul Mehra
 Plaza Building, 2nd Floor
 Connaught Circus, New Delhi 110 001
 Tel: 11-3320946, 3321115 / Fax: 11-3326649

New Delhi Hilton

Mr. Pramod Mathur, V.P. Operations
 Barakhamba Lane, New Delhi 110 001
 Tel: 11-301-0101/Fax: 11-332-5335

Taj Group of Hotels

General Manager, Central Purchase
 Apollo Bunder, Mumbai 400 039
 Tel: 22-2023366/ Fax: 22-2872711

Welcomegroup Headquarters

Manager, Central Purchase Department
 25 Community Centre, Basant Lok, Vasant Vihar, New Delhi 110 057
 Tel: 11-674371/Fax: 11-6886147

Food Processing and Packaging (FPP) Machinery Manufacturers**Alfa-Laval (India) Limited**

Dapodi, Pune 411 012, Maharashtra
 Tel: 212-776321 / Fax: 212-774412

A. R. Packaging Systems Ltd.

Suryodaya 1-10-60/3
 Begumpet, Hyderabad 500 016, Andhra Pradesh
 Tel: 40-845530/845572 / Fax: 40-811159

Automac (Madras) Pvt Ltd

G2 Ambattur Industrial Estate, Madras 600 058
 Tel: 44-652791 / Fax: 44-826 1653

Balmer Lawrie and Co. Ltd.

149, Jackeria Bunder Road
 Sewri, Mumbai 400 015
 Tel: 22-2618106 Fax: 022 261 0958

Bry Air India Private Ltd.

20 Rajpur Road, New Delhi 110 054
 Tel: 11-2912800

Flex Industries Limited

A-107, 108, and 109 sector IV

Noida (UP) 201 301

Tel: 011 852 2558 Fax: 011 852 3694

HMT Limited

Industrial Machinery Group

59 Bellary Road, Bangalore 560 032

Tel: 80-3330333 / Fax: 80-3338546

ITC Limited

Packing and Printing Division

90, Chamiers Road, Madras 60 018

Tel: 44-4343585 / 4345298 / Fax: 44-434 0294

ITW Signode India Ltd.

Steel Packaging Group

Nagarjuna Hills, Panjagutta

Hyderabad 500 482

Tel: 40-814892 / Fax: 40-849153

Imaje Coding Technology Pvt Ltd.

SB-163, III Cross

Peenya Industrial Estate, Ist Stage, Bangalore 560 058

Tel: 80-8395878 / Fax: 80-8396999

John Fowler India Limited

20 Marshall Building

Shoorji Vallabhdas Marg, Mumbai 400 038

Tel: 22-261 3059/Fax: 022 262 2733

Klockner Windsor India Limited

E-6, U2 Road

Wagle Industrial Estate, Thane 400 604

Tel: 022 532 3561 Fax: 022 532 0953

Larsen and Toubro Limited

Packaging Division

L and T House, Ballard Estate, Mumbai 400 038

Tel: 22-261 8181 / Fax: 22-262 0284

Mather and Platt (India) Limited

Headquarters

Udyog Bhavan

29 Walchand Hirachand Marg,

Mumbai 400 038

Tel: 022 261 2823 Fax: 022 261 4632

Monotype India Limited

27th Cross
Banashankari 2nd Stage, Bangalore 560 070
Tel: 80-607433/ Fax: 080 663 4022

Paharpur Industries Limited

Mr. Bhaskar Ghosh, Director
21-22 Nehru Place
Paharpur Business Centre, New Delhi 110 019
Tel: 011 647 4701 Fax: 011 6474 725/6474 718

Samparpan Fabricators

Plot No. A-182/A-183
Lane Z, Road No.16
Wagle Industrial Estate, Thane 400 604
Tel: 22-532 1842/532 0822 / Fax: 532-0033

Supreme Industries Ltd.

17/18, Shah Industrial Estate
Veera Desai Road, Andheri (West), Mumbai 400 058
Tel: 022 632 28006 Fax: 022 626 7264

Tetra-Pak India Private Ltd.

UGF Antriksh Bhavan
22 Kasturba Gandhi Marg, New Delhi 110 001
Tel: 0212 792 474 Fax: 0212 790 126

End Users of FPP Machinery**Borosil Glass Works Limited**

Khanna Construction House, 44 Dr. R.G. Thadani Marg, Worli, Mumbai 400 018 I
Tel: 22-493 2007 / Fax: 22-495 0561

Brooke Bond India Ltd.

Brooke Field, Marathahalli P.O., P.O. Box 3777, Bangalore 560 037
Tel: 80-847-5020 / Fax: 80-845-2610

Cadbury India Limited

Cadbury House, 19, Bhulabhai Desai Road
P.B. No. 26516, Mumbai 400 026
Tel: 22-364 3733 / Fax: 22-495-1361

Smith Kline and Beecham Limited

1 Jai Singh Road, New Delhi 110 001
Tel: 11-334 1197 / Fax: 11-334 6785

Hindustan Lever Ltd.

Hindustan Lever House, 165-166, Backbay Reclamation, Mumbai 400 020
Tel: 22-2870622 / Fax: 22-2855825

Mohan Meakin Ltd.

4B, Hansalaya, 15 Barakhamba Road, New Delhi 110 001
Tel: 11-3314994 Fax: 011 311 5657

National Dairy Development Board

Anand, Gujarat State
Tel: 2692/2347063

Nestlé India Limited

M-5A, Connaught Circus, New Delhi 110 001
Tel: 11-332 9607 / Fax: 11-332 1438

Parle Products Private Ltd. (Coca Cola)

Western Express Highway, Andheri (East), Mumbai 400 099
Tel: 22-636 7121 / Fax: 22-636 8787

Pepsi Foods Private Ltd.

Mohan Dev Building, 12th Floor
13 Tolstoy Marg, New Delhi 110 001
Tel: 11-332 2823 / Fax: 11-371 2827

Shaw Wallace and Co. Ltd.

4, Bankshall Street, Calcutta 700 001
Tel: 33-248 5191 Fax: 033 242 0593

United Breweries Ltd.

see address under Breweries

Breweries

All India Brewers' Association

Mr. J.S. Dhamija, President (c/o United Breweries Ltd.)
Shariff Chambers, 14 Cunningham Road, Bangalore 560 052
Tel: 80-225-6619/Fax: 80-225-9884

Associated Breweries & Distilleries Ltd.

Mrs. Zeenia Lawyer, Partner
"Bhaktavar", 12th Floor, Backbay Reclamation Scheme
Block III, Narimar Point, Mumbai 400 021
Tel: 22-287-0096/287-1516 / Fax: 22-287-1516

Haryana Breweries Ltd.

49 K. M. Stone, G. T. Road

Murthal (Sonapat), Haryana

Tel: 01264 82073 Fax: 01264 820 28

Kalyani Breweries Ltd.

6 old Court House, P.O. Box No. 56, Calcutta

Tel: 033 470 9571 Fax: 033 470 9489

Khoday Brewery and Distilling Co.

9 Seshadri Road, Bangalore 560 009

Tel: 080 227 4884 Fax: 080 221 9131

Mohan Meakin Ltd.

Brigadier Kapil Mohan

Mohan Nagar 201 007, Dist. Ghaziabad (U.P.)

Tel: 575-873-2502 / Fax: 575-734704

Mysore Breweries Ltd.

Mr. K. P. Balasubramanian, Managing Director

Jalshalli Camp Road, Yeshwantpur, Bangalore 560 022

Tel: 80-337-7081/ Fax: 80-337-8313

Shaw Wallace & Co. Ltd.

Mr. R. K. Jain, President, Breweries Division

Udyog Bhawan 29 Walchand Hirachand Marg

Ballard Estate, Mumbai 400 038

Tel: 22-261-7542 / Fax: 22-261-4943

The UB Group

Mr. Vijay Mallya, Group Chairman

1 Vital Mally Road, Bangalore 560 001

Tel: 80-227-1180 / Fax: 80-227-1226

Seed Companies**National Seeds Corporation Ltd.**

Beej Bhavan, Pusa Complex

New Delhi 110 012

Tel: 011 574 9216/Fax: 011 576 6462

Contact: Dr. S. P. Singh, Dy. Manager

Bharat Seeds Corporation

B-2/416 Varun Apartments
Sector 9, Rohini
Delhi 110 085
Tel: 011 726 4696/Fax: 011 7520 068
Contact: Mr. Alok Sharma, Dy. Manager

Hindustan Seeds Corporation

99 Indira Market, Old Sabji Mandi
Delhi 110 007
Tel: 011 252 9421/Fax: 011 294 1392
Contact: Mr. Jagdish Lal, Marketing Manager

Pro-Agro Seed Co. Ltd.

A-311 Ansal Chambers - 1
3, Bhikaji Cama Place
New Delhi 110 066
Tel: 011 6185 082/6191 163 Fax: 011 612 084/6194 185
Contact: Mr. S.K. Kapoor, Managing Director

Distributors/Agents**A.T.E. Private Limited**

Survey No. 320, Odhav Road, Ahmedabad 382 410

Bakubhai Ambalal

3 Marwah Estate, Mumbai 400 072
Tel: 22-632 3303/Fax: 22-634 3392

Bradma Of India Ltd.

Volkart Building
19, J. N. Heredia Marg, Mumbai 400 038
Tel: 22-261 8197/Fax: 22-261 6328

Mount Shivalik Breweries Ltd.

Prabhat Kiran (3rd Floor)
7 Rajendra Place, New Delhi 110 008
Tel: 011 571 2204 Fax: 011 575 3293

Somani International Corporation

1510 Maker Chambers V
Mariman Point, Mumbai 400 021
Tel: 022 283 1098/022 283 0344 Fax: 022 204 7340

Toshniwal Brothers Private Ltd.

198 Jamshedji Tata Road, Mumbai 400 020

Tel: 22-282 1565/Fax: 22-204 0396

Indo Europa Trading Co. Pvt Ltd

10 Sunkurama Chetty Street, Madras 600 001

Tel: 44-584467/Fax: 44-5225755

J. Fulchand and Co.

144 Linghi Chetty Street, Madras 600 001

Tel: 44-532 3746/044 522 7447 Fax: 044 552 0086

Agri/Food Consultants**H.C. Lal & Associates**

M-137 Greater Kailash II

New Delhi 110 048

Tel: 011 641 0091/645 1584 Fax: 011 621 1590

Contact: Mr. H.C. Lal, Chairman

Tanon Management Services

Tanon House, S-354 Greater Kailash II

New Delhi 110 048

Tel: 011 641 0144/642 9354/648 0170 Fax: 011 621 4876

Contact: Ms Dipti Puri, Director

Mr. R. K. Shukla

283 DDA Flat, Gulmohar Enclave

New Delhi 110 049

Tel: 011 686 2595/Fax: 011 660 860

Chanakya Consultants Pvt. Ltd.

D-10/G Munirka

New Delhi 110 067

Tel: 011 686 6199/Fax: 011 686 2358

Dr. B.P. Lamba, Chairman & Managing Director

Fairwood Consultants Pvt. Ltd.

S-64 Greater Kailash I

New Delhi 110 048

Tel: 011 622 4535/Fax: 011 622 4536

Mr. B.S. Das, Chairman

IN CANADA

South Asia Division (PSA)

Department of Foreign Affairs and International Trade Trade (DFAIT)

Desk Officer, India

125 Sussex Dr., Ottawa, ON K1A 0G2

Tel. (613) 996-5903 / Fax: (613) 996-5897

Trade Opportunities Division (TOSA)

DFAIT, 125 Sussex Dr., Ottawa, ON K1A 0G2

Tel. (613) 995-1773 / Fax: (613) 943-1103

South Asia Department

Export Development Corporation

151 O'Connor Street, Ottawa, ON K1A 1K3

Tel: (613) 598-2500 / Fax: (613) 598-2503

Agriculture/AgriFood Canada

International Market Bureau

10th Floor, Sir John Carling Building

930 Carling Avenue, Ottawa, ON K1A 0C5

Tel: (613) 759-7636 / Fax: (613) 759-7506

High Commission of India

Commercial Section

10 Springfield Road, Ottawa, ON K1M 1C9

Tel: (613) 744-3751 / Fax: (613) 567-3213

E-mail: hicomind@ottawa.net

The Canada-India Business Council

c/o Canadian Chamber of Commerce

1160-55 Metcalfe Street, Ottawa, ON K1P 6N4

Tel: (613) 238-4000 / Fax: (613) 238-7643

The Canadian Manufacturers' Association

405-130 Slater Street, Ottawa, ON K1P 6E2

Tel: (613) 233-8423 / Fax: (613) 233-6048

Canadian Exporters Association

Hearst Block

#539 A, 900 Bay Street, Toronto, ON M7A 1K3

Tel: (416) 325-6396 / Fax: (416) 325-6509

Canadian Chamber of Commerce

55 Metcalfe Street, Suite 1160, Ottawa, ON K1P 6N4

Tel: (613) 238-4000 / Fax: (613) 238-7643

Indo-Canada Chamber of Commerce
700-5160 Yonge Street , Toronto, ON M2N 6L9
Tel: (416) 224-0090/Fax: (416) 224-0089

Canadian International Development Agency (CIDA)

Industrial Cooperation Program
200 rue Principal
Place du Portage, Hull, P.Q.
Tel: (819) 997-1563/Fax: (819) 953-5024

**International Trade Centres and
Provincial Trade Offices**

check telephone directory blue pages for nearest ITC or provincial office

PUBLICATIONS

Books on rules and regulations governing international trade are available from:

The International Chamber of Commerce
Canadian Council for International Business
Publications and Finance
1011 - 50 O'Connor Street, Ottawa, Ont.
Tel: (613) 230-5462/Fax: (613) 230-7087

Canadian Guide for Researching Markets in India

McEachin & Associates Limited
BizInt International
P.O. Box 187, Station D, Scarborough, ON M1R 5B7
Tel: (416) 299-4556/Fax: (416) 299-4148
E-mail: Mceachin@inforamp.net

DFAIT's InfoCentre provides counselling, publications and referral services to Canadian exporters. Trade related information can be obtained by:

Tel.: 1-800-267-8376 (Ottawa region: 944-4000)
Fax: from a fax machine dial (613) 944-4500
Modem: 1-800-628-1581

Internet: visiting the InfoCentre Internet World Wide Web site at <http://www.dfait-maeci.gc.ca> using the Gopher menu.

Some of the InfoCentre's publications include:

- *Export Guide*
- *Sources of International Information Available Electronically*
- *1995 Directory of Information Brokers Specializing in International Business Information*
- *Focus India Strategy Document*

Focus India Strategy Document

Recently updated to reflect comments and changes since 1995. Copies are available through DFAIT InfoCentre. The InfoCentre's Bulletin Board Service also provides an electronic forum or conference on India (type J 4 at Main command prompt) where the update of Focus India can be found.

Food Processing Industries in India: Investment Opportunities, 1995/96

Ministry of Food Processing Industries

Attn: Ms. Biswas

Fax: 11-301-1770

This publication is a must for any interested investor in food processing. It gives a good general background on major sectors, key players, etc.

Industrial Directory of India

International Trade Fairs and Conferences Directory

Kompass Directories

International Press Publications Inc.,

90 Nolan Court, #21, Markham, Ontario L3R 4L9

1-800-679-2514

India Food Packer

All India Food Preservers' Association

206 Aurobindo Place

Hanz Khaz, New Delhi 110 016

Tel: 527724

Indian Food Industry

Association of Food Scientists & Technologists (India)

CFTRI Campus, Mysore 570 013

Tel: 821-521-747/Fax: 821-27-697

Information on **Indian food processing project proposals** presented annually at Intechmart trade fairs can be obtained from:

The Managing Director

Attention: Director Investment Services

United Nations Industrial Development Organization

(UNIDO)

P.O. Box 300

A-1400, Vienna

AUSTRIA

Tel: 43 1 21131/4819 or 4905/Fax: 43 1 230 8260

E-mail/Internet: Rplomp@UNIDO.ORG

Indian Poultry Industry Year Book 1995

Dairy India

Mr. Sharad Gupta

A-25 Priyadarshini Vihar, New Delhi 110 092

Tel: 11-224 3326 /Fax: 11-224 3039

These publications contain useful information and are considered reliable.

Indian Trade Promotion Organization (ITPO), publishes a schedule of all trade fairs in India. Contact:

ITPO

445 Park Avenue, 18th Floor

New York, NY 10022

Tel. (212) 753-6655/Fax (212) 319-6914

Insight Plus CD-Rom

Available from Industry Canada, has 186 articles which mention India.

1-800-390-2555

Internet sites:

Gopher India.bgsu.edu

WWW:

<http://India.bgsu.edu/index.html>

<http://meer.net/indolink/>

<http://spiderman.bu.edu:80/misc/India/>

Use net: soc.culture.indian

National Research Council's "Canadian Institute for Scientific and Technical Information" or "SWEATSCAN" service (1-800-668-1222)

Packaging India

Indian Institute of Packaging

E-2, MIDC Area, Post Box No. 9432

Chakala, Andheri (East), Mumbai 400 093

Tel: 821 9803/Fax: 837 5302

RoadMap to Exporting and Export Financing

Produced by the federal government in cooperation with the Canadian Bankers Association.

This document points to resources and contacts at the Chartered Banks, DFAIT, Export Development Corporation, and Canadian Commercial Corporation as well as the International Trade Centres.

Working with an Indian Partner

Centre for Intercultural Training, CIDA

200 Promenade du Portage, Hull PQ K1A 0G4

Tel: (819) 997-4093 / Fax: (819) 997-5563

TRADE SHOWS

AHARA (annual, in March)

New Delhi

The AHARA exhibition is India's foremost event for the food, food processing and hotel and restaurant industries. Over 300 exhibitors from India and other countries showcase their products to an estimated 50,000 buyers from India and surrounding countries. This trade-only event is organized in collaboration with APEDA (Agricultural and Processed Food Products Export Development Authority), ARCHI (Association of Resource Companies for the Hospitality Industry), CIFTI (Confederation of Indian Food Trade and Industry) and HOTREMAI (Hotel and Restaurant Equipment Manufacturers' Association of India).

Exhibit profile:

Food products: beverages (alcoholic and non-alcoholic); bakery products (biscuits and cakes); canned foods; cashews; cereals; frozen foods; coffee and tea; confectionery; dairy products; fresh fruits and vegetables; dehydrated foods; essences; fats and oils; flour products; health/dietary foods; sauces and pickles; meat and poultry; rice (basmati and non-basmati); snack foods; spices; flavours and condiments.

Food Processing/Packaging Plants and Machinery: machinery and technology for processing of fruits, vegetables, milk, dairy products, alcoholic and non-alcoholic beverages, edible oils, mushrooms, machinery for packing, sealing and bottling; boilers, heat exchangers, air conditioning equipment, dryers, pipes and fittings, pumps, valves, motors, dehydration equipment, industrial filters, industrial cleaning equipment, milling machinery, solvent extraction machinery, separation/grading machinery, sterilizers, meat processing equipment, homogenizers, centrifuges, potato processing plants, fish/seafood processing plants, water treatment plants, conveying systems, storage vessels, etc..

For further information contact:

India Trade Promotion Organisation

Pragati Maidan, Mathura Road, New Delhi-110 001

Fax: 11-3318142/7896

F & B Tech-Triple Expo (Sept. 11-15, 1996)

Mumbai

International exposition organized by ChemTech Foundation and sponsored by the Ministry of Food Processing Industries, Government of India, on beverage technology, food processing and hospitality sectors.

Contact:

Exhibition Manager

Exhibition and Communications Enterprises Pvt Ltd

206-210 Balarama, 2nd Floor

Bandra-Kurla Complex, Bandra (E), Mumbai 400 051

Tel: 22-644 2291/Fax: 22-640 2117

Agro-Tech '96/Sugar Expo '96 (Nov. 27-Dec 1, 1996)

Chandigarh

Mr. Inderdeep Singh, Chairman, Northern Region

Confederation of Indian Industry

2141, Sector 35-C, Chandigarh 160 022

Tel: 172-607-228/Fax: 172-606-259

Indian Peas and Pulses Mission to Canada (September 1996)**Contact:** Mr. Ram Gupta, Commercial Officer

Canadian High Commission, New Delhi 110 021

Fax: 11-687-5387/6579

Internet: ram.gupta@delhi01.x400.gc.ca

Mohini Enterprises (India) Ltd.

Harbour Road

Vishakhapatnam 530 001

Tel: 881 64 753/65876 Fax: 0891 61 448

Contact: Mr. Mahesh K. Mohini

Walkfield Products Co. (I) Pvt. Ltd.

Walkfield Estate, Nagar Road

Pune 411 014

Tel: 221 110 88 2120 Fax: 221 110 88 2120

Contact: Mr. S.P. Malhotra, President & Managing Director

Hickson & Dadajee Ltd.

Shree Pant Bhawan, P.O. Box 4126

Agri. Ind. Warangal, Warangal

Bombay 400 004

Tel: 4060 462 220 Fax: 4060 462 220

Contact: Mr. A. E. Rane, Managing Director

Karuataka Breweries & Distilleries Pvt. Ltd.

17 Sankey Road

Bangalore 560 005

Tel: 4000 66 080 Fax: 4000 66 080

Contact: Mr. M.K. Murthy, Director

M/s. M. Jaganmohan & Co.

(P) Badachhal, Bangalore

Tel: 221 110 88 2120 Fax: 221 110 88 2120

Contact: Mr. M. Jaganmohan

Gen Gee (Foods & Packaging) Co. Pvt. Ltd.

2A/155-156 Lane No. 8, 2nd Nagar, Kozhikode

New Delhi 110 005

Tel: 011 254 3456 Fax: 011 271 2420

Contact: Mr. R.K. Chawla

Leading Food Processing

Mather & Platt (India) Ltd.

Hamilton House, 4th Floor

8 J.N. Heredia Marg, Ballard Estate

Bombay 400 038

Tel: 022 261 8232 Fax: 022 261 0277

Contact: Mr. Hemant Kumar

Moderns Food Industries (India) Ltd.

Palla Bavan, 3rd Floor, R.K. Puram,

New Delhi 110 066

Tel: 011 687 2727 Fax: 011 687 2727

Contact: Dr. M.M. Krishna, Chairman & Mgt. Director

Hamard (Wald) Laboratories

Hamard Marg, Lal Kuan

Delhi 110 006

Tel: 011 22 2733 Fax: 723 2492

Contact: Hakeem Abdul Muneed

Kajriwal Enterprises

312 World Trade Centre, Barakhamba Lane

New Delhi 110 001

Tel: 011 332 2880 Fax: 011 332 2884

Contact: Mr. M.M. Kajriwal, Chairman

Foods Fats & Fertilisers Limited

P.O. Box 15, Tannu Road

Tadepalligudem 524 101, Andhra Pradesh

Tel: 08818 2271 Fax: 08818 2172

Contact: Mr. S.B. Goel

Allahabad Canning Company

P.O. Bamsuli

Allahabad 211 012

Tel: 0532 63 202

Contact: Mr. Hemant Kumar, Vice President

Leading Food Processing Companies in India Interested in Joint Ventures

Mather & Platt (India) Ltd.

Hamilton House, 4th Floor
8 J.N. Heredia Marg, Ballard Estate
Bombay 400 038
Tel: 022 261 8275/Fax: 022 261 0277
Contact: Mr. Hemant Mishra, Joint Managing Director

Modern Food Industries (India) Ltd.

Palika Bavan, 3rd Floor, R.K. Puram, Ring Road
New Delhi 110 066
Tel: 011 687 2772/Fax: 011 687 2773
Contact: Dr. M.M. Krishna, Chairman & Mg. Director

Hamdard (Wakf) Laboratories

Hamdard Marg, Lal Kuan
Delhi 110 006
Tel: 011 52 3733/Fax: 753 3495
Contact: Hakeem Abdul Mueed

Kejriwal Enterprises

312 World Trade Centre, Barakhamba Lane
New Delhi 110 001
Tel: 011 332 2880/Fax: 011 332 2884
Contact: Mr. N.M. Kejriwal, Chairman

Foods Fats & Fertilizers Limited

P.O. Box 15, Tanuku Road
Tadepalligudem 534 101, Andhra Pradesh
Tel: 08818 2571/Fax: 08818 2172
Contact: Mr. S.B. Goenka

Allahabad Canning Company

P.O. Bamrauli
Allahabad 211 012
Tel: 0532 63 305
Contact: Mr. Hemant Kumar, Vice President

Gee Gee (Foods & Packaging) Co. Pvt. Ltd.

5A/165-166 Lane No. 8, Sat Nagar, Karol Bagh
New Delhi 110 005
Tel: 011 574 3456/Fax: 011 571 5420
Contact: Mr. R.K. Chawla

Lakhanpal Foods Limited

A-101 Rajnigandha Apartments

Diwalipura, Old Padra Road

Baroda (Gujarat)

Tel: 0265 32 8864/Fax: 0265 33 6460

Contact: Mr. J.P. Badoni, Managing Director

Modern Food Products

Plot No. 507, GIDC Industrial Estate, Makarpura

Baroda 390 010

Tel: 0265 44 3455/Fax: 0265 44 2466

Contact: Mr. P. Babu Rajendran

Mohsin Brothers (Foods)

Harbour Road

Visakhapatnam 530 001

Tel: 0891 64 763/65876 Fax: 0891 61 448

Contact: Mr. Hamza K. Mehdi

Weikfield Products Co. (I) Pvt. Ltd.

Weikfield Estate, Nagar Road

Pune 411 014

Tel: 0212 68 0111 112/Fax: 0212 68 0380

Contact: Mr. S.P. Malhotra, President & Chairman

Hickson & Dadajee Ltd.

Shree Pant Bhawan, P.O. Box 4126

Mamasahab Warerkar Bridge

Bombay 400 007

Tel: 022 363 4760/Fax: 022 364 0604

Contact: Mr. B. A. Rane, Managing Director

Karnataka Breweries & Distilleries Pvt. Ltd.

17 Sankey Road

Bangalore 560 020

Tel: 080 336 4732/360 993 Fax: 080 36 0040

Contact: Mr. K.M. Srinivasamurthy, Director

Modi Vanaspati Mfg. Co.

Modinagar, Ghaziabad (UP)

Tel: 01232 52 981/Fax: 01232 52 964

Contact: Mr. Nand Kishore, Chief Executive

A.V. Thomas & Co. Ltd.

P.B. No. 1685

Panampilly Nagar, Perumanoor

Cochin 682 015

Tel: 0484 363 909/Fax: 0484 362 541

Hind Foods Limited

1003 Tolstoy House, 15-17 Tolstoy Marg

New Delhi 110 001

Tel: 001 371 3981/375 5504 Fax: 011 371 3980

Contact: Mr. Siraj Uddin Qureshi, Chairman & Mg. Director

Agro Tech India Ltd.

Dhillon Complex, Manimajra

Chandigarh 160 101

Tel: 0172 40 396/Fax: 0172 44 801

Contact: Mr. Dhillon, Chairman

Allana Cold Storage Pvt. Ltd.

Allana House, 4 Allana Road

Bombay 400 039

Tel: 022 287 4455/Fax: 022 204 4821

Contact: Mr. A.R.J. Allana, Managing Director

B.E.C. Foods Limited

13 Masjid Moth, DDA Commercial Complex

New Delhi 110 048

Tel: 011 643 4987/Fax: 644 5819

Contact: Mr. B.R. Jain, Chairman

Associated Beverages Pvt. Ltd.

G.S. Road, Paltan Bazar

Guwahati 781 008

Tel: 0361 545 680/Fax: 0361 542 412

Contact: Mr. Ajay Swarup, Managing Director

Dabur India Limited

Harsha Bhawan, Block E

Connaught Place New Delhi 110 001

Tel: 011 332 9021/Fax: 011 332 0613

Contact: Mr. A.C. Burman, Chairman

Flex Food Limited

M-32 Commercial Complex, Greater Kailash II

New Delhi 100 048

Tel: 011 644 9552/Fax: 011 642 9511

Contact: Mr. L. Takru, Chief Executive

Keventer Agro Limited

21 Gopal Mukherjee Road
Calcutta 700 002

Tel: 033 525 0666/Fax: 033 248 7669

Contact: Mr. M.K. Jalan, Chairman

Pioma Industries

Rasna House, Panchwati
Ahmedabad 380 006

Tel: 079 427 774/Fax: 079 466 574

Contact: Mr. A.P. Khambatta, Managing Director

Road Master Foods Ltd.

101 Aditya Commercial Complex, 7 Community Centre
Preet Vihar, Vikas Marg
Delhi 110 092

Tel: 011 220 8505/Fax: 011 220 9791

Contact: Mr. Subhash Goyal, Managing Director

Rishabh Food Products Ltd.

8C/4, W.E.A. Abdul Aziz Road, Karol Bagh
New Delhi 110 005

Tel: 011 572 9958/Fax: 011 572 6441

Contact: Mr. Ravi Tandon, Executive Director

Tarai Foods Ltd.

304 Sai Plaza, 187-88 Sant Nagar, East of Kailash
New Delhi 110 065

Tel: 011 622 1268/Fax: 011 647 4329

Contact: Mr. G.S. Sandu, Managing Director

Ahaar International (India) Pct. Ltd.

G-37, Lawrence Road Institutional Area
Delhi 110 035

Tel: 011 718 2439/Fax: 011 718 6620

Contact: Mr. S.K. Mittal, Chairman

K.C. Das Private Limited

3 Rama Krishna Lane
Calcutta 700 003

Tel: 033 337 998/335 455 Fax: 033 337 987

Contact: Mr. Rabindra Nath Das, Jt. Governing Director

Suryo Foods & Industries Ltd.

S-3/31 & 32, Sector A, Zone B

Mancheswar Industrial Estate

Bhubaneswar 751 010

Tel: 0674 481 842/Fax: 0674 57 289

Contact: Mr. Amarendra Das, Managing Director

Bestial Foods Limited

1003 Tolstoy House, 15-17 Tolstoy Marg

New Delhi 110 001

Tel: 011 4055 573/1896 176 100

Contact: Mr. A.P. Khandappa, Managing Director

Agro Tech India Ltd.

101 Aditya Commercial Complex

Chandigarh 160 011

Tel: 0172 40 2710

Contact: Mr. Dhillon, Chairman

Allana Cold Storage Pvt. Ltd.

Allana House, 4 Allana Road

Bombay 400 009

Tel: 022 287 4455/Fax: 022 202 4821

Contact: Mr. J.R.A. Allana, Managing Director

B.E.C. Foods Limited

31 Masjid Commercial Complex

New Delhi 110 048

Tel: 011 44 4986/Fax: 011 44 4985

Contact: Mr. R.B. Jain, Chairman

Associated Beverages Pvt. Ltd.

2/2, G.S. Road, Paltan Bazar

Guwahati 781 008

Tel: 0361 245 1630

Contact: Mr. Ajay Swarup, Managing Director

Dabur India Limited

Block B, Anand Bhawan

100 011 New Delhi

Tel: 011 261 1100

Contact: Mr. C.A. Sharma, Chairman

Flex Food Limited

M-32 Commercial Complex, Greater Kailash II

New Delhi 110 048

Tel: 011 446 1100

Contact: Mr. L. Takra, Chief Executive

Keweenaw Agro Limited

21 Gopal Market Road

Calcutta 700 002

Tel: 033 252 066/Fax: 033 248 7669

Contact: Mr. M.K. Jalan, Chairman

Pious Industries

Rama House, Panchsari

Ahmedabad 380 006

Tel: 079 427 774/Fax: 079 466 274

Contact: Mr. A.P. Khandappa, Managing Director

Road Master Foods Ltd.

101 Aditya Commercial Complex

Chandigarh 160 011

Tel: 0172 40 2710

Contact: Mr. Dhillon, Chairman

Rishabh Food Products Ltd.

8C4, W.E.A. Abdul Aziz Road, Karol Bagh

New Delhi 110 002

Tel: 011 572 9928/Fax: 011 572 6441

Contact: Mr. Ravi Tandon, Executive Director

Tara Foods Ltd.

304 Sai Plaza, 187-88 Sant Nagar, East of Kailash

New Delhi 110 067

Tel: 011 622 1268/Fax: 011 647 4329

Contact: Mr. G.S. Sandhu, Managing Director

Ashar International (India) Pvt. Ltd.

G-37, Lawrence Road Institutional Area

Delhi 110 032

Tel: 011 718 2439/Fax: 011 718 6620

Contact: Mr. S.K. Mittal, Chairman

K.C. Das Private Limited

3 Rama Krishna Lane

Calcutta 700 003

Tel: 033 337 998/332 422

Contact: Mr. Rabintra Nath Das, Managing Director

Indian Companies Interested In Foreign Collaborations: BEVERAGES

Company Name	Products	Comments	Contact Information
Reil Products Limited	tropical fruit juice reprocessed pulp wastes	<ul style="list-style-type: none"> - est. 1992; 35 employees; markets: South Africa, Europe, Israel, Middle East - looking for a joint venture partner for technology and investment in turnkey operation located in premier South Indian city, with a capacity of 7,500 mt/yr - mango, banana, pineapple, papaya and guava waste products to be reprocessed for human and animal consumption and fertilizer 	<p>Mr. Bijay Bagaria 2nd Floor, 'B' Block, Surya Towers 105 S.P. Road, Secunderabad 500 003 Andhra Pradesh INDIA Tel: 40-847306 / Fax: 40-813106</p>
Regency	wine and beer	<ul style="list-style-type: none"> - manufacture under license 	<p>Ravinder Aggarwal, Executive Manager A-14 Acharya Niketan, Mayur Vihar, Phase-I New Delhi 110 091 INDIA Tel: 11-2251111 / Fax: 11-2259191</p>
Karishma Industries Limited	fruit juice and concentrates	<ul style="list-style-type: none"> - est. 1995, 35 employees; a new project in Haryana to process 5,000 mt/yr of local produce; - estimated cost US\$ 2.5 million, with US\$ 0.5 million available locally - investment, license, joint venture, equipment supply - see also cereal products; fruits and vegetables; miscellaneous 	<p>Mr. B. Subramanian, Executive Director GF-14 Mansarovar, 90 Nehru Place New Delhi 110 019 INDIA Tel: 11-6446525/18455 / Fax: 11-6446525</p>
Amrit Agencies Pvt Ltd.	fruit juice	<ul style="list-style-type: none"> - est. 1985; 37 employees; a new project in Haryana to process 2,000 mt/yr of local fruit; estimated project cost US\$ 2 million, with US\$ 0.1 million available locally - investment, joint venture, license, equipment supply - see also fruits and vegetables 	<p>Shri Ajay Suri F-1, Bhagat Singh Market New Delhi 110 001 INDIA Tel: 11-3340140/3735529 / Fax: 11-3747058</p>
Ratan Exports & Industries Ltd	manufacture and packing of blended tropical fruit juice	<ul style="list-style-type: none"> - est. 1981; 70 employees; markets: Russia, South Africa, Europe, Israel, Middle East; new project; market growth is 15%, with 50% being met through imports - investment, joint venture, licensing, turnkey - see also fruits and vegetables 	<p>Mr. Kaushik Mitra 8A/12 W.E.A., Karol Bagh New Delhi 110 005 INDIA Tel: 11-573-4876/6090 / Fax: 11-57-84677/52549</p>
Law & Legal Consultants	beer production and bottling	<ul style="list-style-type: none"> - established 1976; 10 employees; looking for computerized and automatic systems - estimated project cost US\$ 4-5 million, with US\$ 0.5 million available locally - investment, joint venture, licensing, equipment supply - see also snack foods 	<p>Mr. A. Mata, Legal and Management Consultant 505-A, Som Dutt Chambers-I Bhikaji Cama Place, New Delhi INDIA Tel: 11-6116186 / Fax: 11-5746186</p>
Umesh Farms Pvt Ltd	fruit juice	<ul style="list-style-type: none"> - new project to process mangoes and other local fruit, with a planned output capacity of 2,000 tonnes per annum - estimated project cost US \$1-2 million, with US\$ 100,000 available locally - licensing; see also post-harvest technology 	<p>Mr. Umesh Jain Behat Saharampur, Uttar Pradesh INDIA</p>
Emam Foods Ltd	instant tea and tea bag manufacture	<ul style="list-style-type: none"> - a new project to produce 1,000 tonnes per year of instant tea and tea bags - instant tea is not currently produced in India - estimated project cost US\$ 3-4 million, with US\$ 1 million locally available plus land and buildings - investment, joint venture, licensing, equipment supply 	<p>Mr. Kejriwal 312, World Trade Centre Bara Khambra Lane New Delhi 110 001 INDIA Tel: 11-3315029 / Fax: 11-3322884</p>

Andrew Yule & Co. Ltd	tea machinery and black tea	- established 1863; 17,935 employees - markets: Australia, USA, Dubai, Argentina, Bangladesh, Cameroon, Malaysia, Singapore, Papua New Guinea, Germany, The Netherlands, UK, Canada, U.A.E., Pakistan, Zambia - seeking strategic alliances/ joint venture with international companies for technology upgrading and international market access for tea machinery and black tea - investment, license; see also fruits and vegetables	Yule House 8 Dr Rajendra Prasad Sarani Calcutta 700 001 INDIA Tel: 33-242-8210/7722 Fax: 33-242-5477/2943/4417
Mehta Bishan Dass and Associates	jams, jellies, squashes	- established 1993, 180 employees - seeking expansion of manufacturing activities - technical collaboration with 100% buy back arrangements - see also fruits and vegetables	Mr. Kiran Kumar Mehta 104, Tilak Bazar New Delhi 110 006 INDIA Tel: 11-2929769/ 2522493/ Fax: 11-2926574
Balrampur Chini Mills Limited	bottling of Indian made foreign liquor	- established 1932, 511 employees, domestic market - technology transfer, equity participation, buy back arrangement, marketing	Mr. Vivek Sarogi, Deputy Managing Director "FMS FORTUNA", 2nd Floor 234/3-A, A.J.C. Bose Road Calcutta 700 020 INDIA Tel: 33-2478806, 2478671 / Fax: 33-403083

Indian Companies Interested in Foreign Collaborations: CEREAL GRAIN PRODUCTS

Company Name/Products	Comments	Contact Information
Karishma Industries Limited	rice based breakfast foods in vacuum packs	- a new project for the packaging of rice involving vacuum packing or nitrogen packaging in metalized poly-film consumer pouches - total annual quantities 50,000 metric tons; located in Dehra Dun, U.P. - integrated project cost is estimated at US\$ 4 million - licensing
Karishma Industries Limited	wheat gluten and by-products	- planned output is 2,000 metric tonnes per year with annual demand growth being 12%; indigenous sources are scarce - estimated project cost is US\$ 2 million of which 10% is available locally plus land and buildings as required - investment, license, joint venture, equipment supply - see also above; fruits and vegetables; miscellaneous
ESS EMM Exports	rice breakfast cereals	- a new project for processing and packaging of rice and other food items for breakfast cereals and the packaging technology to prevent the generation of weevils - licensing
Jay Shree Exports	rice processing into flakes, flour, oil	- established 1990; 50 employees; markets: India, Europe, West Asia - seeking to modernize existing plant - estimated project cost US\$ 2 m., with US\$ 200,000 available locally - investment, joint venture, licensing
G.N. Overseas	rice breakfast cereals	- established 1970; 80 employees; markets: India, Europe, Western Asia - estimated project cost US\$ 2.5 million, local investment US\$ 50,000 - investment, joint venture, licensing
		Mr. B. Subramanian, Executive Director GF-14 Mansarovar, 90 Nehru Place New Delhi 110 019 INDIA Tel: 11-6446525/18455 / Fax: 11-6446525
		Mr. B. Subramanian, Executive Director GF-14 Mansarovar, 90 Nehru Place New Delhi 110 019 INDIA Tel: 11-6446525/18455 / Fax: 11-6446525
		Mrs. Kiran Suri R-545, New Rajinder Nager New Delhi INDIA 110 060 Tel: 11-5743927/Fax: 011 374 7058
		Mr. K. Dawar 70 Kailash Hills New Delhi 110 048 INDIA Tel: 11-6833037/6916865 / Fax: 11-6833037
		Mr. S. Prakash Dwa 36/55 Punjabi Bagh(W) New Delhi INDIA 100 026 Tel: 11-727.5600/6800 / Fax: 11-727.6800

Fast Foods Pvt Ltd	bread and bakery items	<ul style="list-style-type: none"> - established 1988; 250 employees - seeking computerized on-line production system - estimated project cost US\$ 1.5 million, US\$ 400,000 available locally - investment, joint venture, licensing, equipment supply - see also equipment and packaging 	A.C. Kharma C-1/4 Industrial Area, Site III, Meerut Road Ghaziabad INDIA 200 001 Tel: 575-759 382/575 714 010 / Fax: 575 759 382
Narmada Foods Private Ltd.	flour mill	<ul style="list-style-type: none"> - established 1975 - technology sought for the construction and operation of modern roller flour mill, and equipment for cleaning, grading and sorting food grains (rice, dal, wheat, etc.) for packaging into consumer packs 	Pawan Kumar Agrawal, Managing Director 'Narmada', P.O. Rengali, Dist-Sambalpur Orissa (S.E.Rly), PIN 768 212 INDIA Tel: 11-663-389545 / Fax: 11-663-32662
Eastman Agro Mills Limited	de-oiled rice bran	<ul style="list-style-type: none"> - established 1984, 70 employees, European and domestic markets - joint venture, technology transfer 	Mr. Kapil Soni WZ-250 D, Inder Puri New Delhi 110 012 Tel: 11-5741180, 5787684 / Fax: 11-5721730

Indian Companies Interested in Foreign Collaborations: FROZEN FOODS

Company Name	Products	Comments	Contact Information
HPL Expo Overseas (P) Ltd	frozen vegetables, fruits and dairy products	<ul style="list-style-type: none"> - capacity: 15,000 to 20,000 mt/yr with 50% capacity "buyback" - seeks joint venture for supply, erection and installation of plant with latest technology on 10 acre site in Delhi with power supply and existing buildings 	Mr. H.S. Uppal, President 26-C Lawrence Road, Industrial Area New Delhi 110 035 INDIA Tel: 11-71.05474/84717 / Fax: 11-2511737
Venture Twentyone Foods Private Limited	individual quick freezing of juices, jams, dehydrates, fruits and vegetables and pulps	<ul style="list-style-type: none"> - a new project in either Noida, Uttar Pradesh or Haryana for the production of individual quick frozen products, juice concentrates, jams, dehydrates, fruit and vegetables and fruit pulps from locally grown produce; 63,740 tons per annum - estimated total project cost is US\$ 18.5 million, US\$ 4 million is available locally - investment, joint venture, equipment supply 	Mr. R. S. Das S-64, Greater Kailash Part One New Delhi 110 048 INDIA Tel: 11-622.4535/6 Fax: 11- 622.4536
Sagar Enterprises Pvt Ltd	button mushroom freezing	<ul style="list-style-type: none"> - established 1980; 25 employees - a new project for the processing and quick freezing of button mushrooms using IQF technology; - frozen mushrooms are not currently produced in India - estimated project cost US\$ 2.5 million, with US\$ 0.1 available locally - investment, joint venture, licensing 	Mr. Vidya Sagar 10 Bhagat Singh Road Gole Market New Delhi 110 001 INDIA Tel: 11-336 1149
Sudhir Sharma & Sons	processing of frozen fruits and vegetables	<ul style="list-style-type: none"> - established 1979; 10 employees; markets: India and Western Asia - a new project with a planned capacity of 5,000 mt/yr - required technology includes cleaning, washing, dicing, pre-cooking and quick freezing to IQF plant - estimated project cost US\$ 3.5 million - investment, licensing 	Mr. A. Mohra c/o Anup Mehra & Co. 2169 Main Road W.P. Nagar New Delhi 110 008 INDIA Tel: 11-5703943
Atlas Cycles Industries Ltd.	button mushrooms (frozen and dehydrated)	<ul style="list-style-type: none"> - established 1952, 700 employees; markets: India, Europe, Africa and Sri Lanka - technology required to produce 2,000 tonnes per annum of frozen and dehydrated mushrooms; frozen mushrooms not currently available in India - estimated project cost US\$ 3-4 million. with US\$ 1-2 million available locally in addition to land and buildings - licensing, equipment supply 	Mr. Arun Kapur, Vice President Atlas Nagar Sonepat, Haryana INDIA 131 001 Tel: 01264 417 51 Fax: 01264 40 071

Dinkys	individual quick freezing of fruits and vegetables	<ul style="list-style-type: none"> - established 1988, 100 employees - technology for cleaning, washing, cutting, dicing, pre-cooking and individual quick freezing of 10,000 tonnes per annum of fruit and vegetables - currently only 5% of demand can be met indigenously - estimated project cost is US\$ 5-6 million, with local financing available up to 26% of the equity required - investment, licensing 	<p>Mr. Arun Khann 1, Shri Ram Road New Delhi 110 006 INDIA Tel: 11-2527763 Fax: 11-2527763</p>
National Agricultural Coop Marketing Federation of India Ltd. (NAFED)	quick freezing for onion processing	<ul style="list-style-type: none"> - established 1958; 1,500 employees - a new project for processed and semi-processed foods requires a plant for quick freezing and processing onion; produce is available locally - estimated project cost is US\$ 2.5 million with some local investment available plus land and buildings - technology, license, equipment supply - see also fruits and vegetables 	<p>Shri S.C. Singhal, Executive Director 1 Sidhartha Enclave Ashram Chowk New Delhi 110 014 INDIA Tel: 11-684-0019 / Fax: 11-684-0261</p>

Indian Companies Interested in Foreign Collaborations: FRUIT AND VEGETABLE PRODUCTS

Company Name	Products	Comments	Contact Information
Bhavi International Limited	canned mushrooms	<ul style="list-style-type: none"> - established 1994, 15 employees - a new project to be located near Mumbai or Gujarat for the cultivation and processing of canned mushrooms - local investment of US\$ 300,000 - turnkey operation 	<p>Mr. U. M. Shah, Managing Director 11, Santokchand Bldg. 3rd Floor, 318 Samuel Street Vaagadi, Mumbai 400 003 INDIA Tel: 22-341.5821/2825 / Fax: 22-340.0919</p>
Tecnova Group of Companies	fruit and tomato pulp, fruit and vegetable dehydration and freeze drying	<ul style="list-style-type: none"> - established 1984, 50 employees; markets: exports to USA and Europe - a new project in South India for the extraction and processing of pulp from various fruits and tomatoes, to produce concentrate in flip-top cans; freeze drying and conventional dehydration of fruits and vegetables - looking for technology, equipment, marketing - investment, joint venture, license 	<p>Mr. Abhey Yograj, Managing Director A-10, Green Park New Delhi 110 016 INDIA Tel: 011 686 2218 Fax: 011 686 3576</p>
Kumara Kalinga Agro Farming Limited	canned white button mushrooms	<ul style="list-style-type: none"> - established 1995, 200 employees - markets: 100% export to USA, Canada and Europe - capacity: 2,400 mt/yr - based in Pollachi, Coimbatore District, Tamil Nadu State - investment, joint venture, turnkey project, equipment supply 	<p>M. Settu, Executive Director Vellimadaikulam Zamin Uthukuli Post Pollachi-642 004 Coimbatore District INDIA Tel: 4259-25471 / Fax: 4259-24613</p>
Andrew Yule & Co. Ltd	mushroom products	<ul style="list-style-type: none"> - existing company looking to diversity into exports - investment, license, marketing - see also beverages 	<p>Yule House 8 Dr Rajendra Prasad Sarani Calcutta 700 001 INDIA Tel: 33-242-8210/7722 Fax: 33-242-5477/2943/4417</p>

National Agricultural Co-op Marketing Federation of India Ltd. (NAFED)	onions, garlic and ginger	<ul style="list-style-type: none"> - new project located in Delhi for processed and semi-processed foods and packaging in metallic and non-metallic flexible materials - raw materials are available locally, packaging materials are imported - estimated project cost is US\$ 2 million, with some local investment available - technology licensing, equipment supply, investment - see also frozen foods 	Shri S.C. Singhal, Executive Director 1 Sidhartha Enclave Ashram Chowk New Delhi 110 014 INDIA Tel: 11-684-0019 / Fax: 11-684-0261
Singapore-India Trade Resources Ltd.	jack fruit processing (dehydration by reverse osmosis)	<ul style="list-style-type: none"> - technology sought for the processing/dehydration by reverse osmosis of locally grown (in abundance) jack fruit; located in Maharashtra - local investment capacity US\$ 100,000 - joint venture with cash investment 	No. 52 First Cross Road Dinnur, R.T. Nagar Bangalore 560 032 INDIA
Robo Agro-Machinery Pvt Ltd	banana processing	<ul style="list-style-type: none"> - established 1992, 40 employees - technology is sought for the continuous and automatic processing of bananas at a capacity of 100 tonnes per day; - located in Poona District of Maharashtra State - estimated project cost US\$ 6 million, of which US\$ 1.35 is available locally - joint venture 	Mr. Robin Andrews 6 North Petty Staff Lines Poona 411 001 INDIA Tel: 212-626970 / Fax: 212-642303
Tropical Fruits International Ltd.	fruit and vegetable concentrate and pulp canning	<ul style="list-style-type: none"> - established 1989, 200 employees - markets: Russian Federation, UK, France, Germany, Canada - technology is required for the modernization and upgrading of existing plant consisting of aseptic filler and back up-line for packing. Aseptic filler and fruit and vegetable canning line and a joint venture for establishing a concentrate plant for tropical fruit pulp, mango, guava, banana and papaya - planned capacity: 10,000 tons/yr; located in Bangalore - estimated cost US\$ 6 million, of which US\$ 1 million is available locally - joint venture 	Mr. N. M. Kejriwal 312 World Trade Centre Bara Khamba Lane New Delhi 110 001 INDIA Tel: 11-3314213/3712883 Fax: 11-3322884
Karishma Industries Ltd	fruit and vegetable pulp, puree, juice and concentrates	<ul style="list-style-type: none"> - new project to process 5,000 mt/yr - to be located in Mendawanda, Tensil Soona, District Gurgaon, Haryana State - total cost US\$ 2.5 million of which US\$ 0.5 million is available locally - investment, license, joint venture, equipment supply - see also beverages; cereal grain products; miscellaneous 	Mr. B. Subramanian, Executive Director GF-14 Mansarovar, 90 Nehru Place New Delhi 110 019 INDIA Tel: 11-6446525/18455 / Fax: 11-6446525
Amrit Agencies Pvt. Ltd	jams, pulps, purees in small packets	<ul style="list-style-type: none"> - a new project at Sonapat, Haryana to process 2,000 tons / yr of locally available fruit, vegetables, colour and essences - total cost US\$ 2 million; local investment US\$ 0.1 million - investment, joint venture, license, equipment supply - see also beverages 	Shri Ajay Suri F-1, Bhagat Singh Market New Delhi 110 001 INDIA Tel: 11-3340140/3735529 Fax: 11-3747058
Prakashali Investment Pvt Ltd.	production and processing of button mushrooms	<ul style="list-style-type: none"> - established 1985; 15 employees - a new project to produce either dehydrated or quick-frozen products - planned capacity: 2,000 mt/yr - estimated project cost US\$ 3 million, local investment available of US\$ 200,000 - investment, joint venture, licensing, equipment supply 	Mrs. Srivastava 1st Floor A1/308 Safdarjung Enclave New Delhi INDIA 110029 Tel: 011 674 440 / Fax: 011 688 5974
Rank Aqua Estates Ltd.	pulp, puree, juices, concentrates	<ul style="list-style-type: none"> - established 1989, 200 employees; market: worldwide - a new project with planned output of 2,500 tonnes per annum - estimated project cost US\$ 3 million, local investment available of US\$ 50,000 - investment, joint venture, licensing - see also post-harvest technology 	Mr. Jayander Rao Road No. 1, Banjara Hills Hyderabad 500 034 INDIA Tel: 40-391548/318119 / Fax: 40-318064

Midland Foods (Fruits and Vegetables) Pvt Ltd	onion, garlic and ginger processing	<ul style="list-style-type: none"> - 100 employees; markets: India, Europe, West Africa, C.I.S. - expansion project to produce 2,500 tonnes / year of long life paste, powder and flakes from onion, garlic and ginger; onion paste not currently being made in India - estimated project cost US\$ 1.2 million, local investment available of US\$ 100,000 - investment, licensing 	Mr. Bhargava Jumbo House Okhla Industrial Estate New Delhi 110 020 INDIA Tel: 011 651 3614 / Fax 011 683 8087
Ratana Exports & Industries Ltd	tropical fruit waste processing	<ul style="list-style-type: none"> - reprocessing technology required for the waste products resulting from the production of fruit concentrates, such as mango skins, seeds and pulp and banana skins and pulp, and other fruits such as guava, papaya and pineapple, for alternative products for human or animal consumption or fertilizer - investment, joint venture, licensing, turnkey plant - see also beverages 	Mr. Kaushik Mitra 8A/12 W.E.A., Karol Bagh New Delhi 110 005 INDIA Tel: 11-573-4876/6090 Fax: 11-57-84677/52549
Garlico	dehydrated vegetables	<ul style="list-style-type: none"> - established 1978, 40 employees; markets: Japan, Germany, France, UK, Canada - technology, including continuous belt dryers, required for the processing of onions, garlic, carrots and coriander to produce 3 tonnes of dehydrated vegetables per day - estimated project cost US\$ 1.85 million with local investment of US\$ 960,000 plus land and buildings - investment, joint venture, licensing 	Madhu Kant Garg 9/1 Industrial Estate Mandsaur 458 001 INDIA Tel: 7422-53129/42498 Fax: 7422-45421
Marwa Fruit Farm Pvt Ltd	fruit waste processing and oil extractions	<ul style="list-style-type: none"> - established 1942, 150 employees - a new project to process fruit and vegetable wastes and to extract oil from fruit stones such as mangoes - estimated project cost US\$ 1 million with local investment as required - licensing 	Mr. Navin Jain Marwa Saharampur Uttar Pradesh INDIA
Hindustan Icr & Cold Storage Co Ltd	food processing technology for vegetables and fruit	<ul style="list-style-type: none"> - manufacturer with 110 employees and sales of US\$ 2 million - seeks joint ventures in food processing, cold chain for processing and storage of food products - see also poultry and meat products; post-harvest technology 	Ashish Jhunjhunwala 8 Ho Chi Minh Sarani Suite No 26, 2nd Floor Calcutta 700 071 INDIA Tel: 033 242 7540 / Fax: 033-242 8321/033 242 6166
Mehta Bishan Dass and Associates	jams, jellies, squashes	<ul style="list-style-type: none"> - established 1993, 180 employees - seeking expansion of manufacturing activities - technical collaboration with 100% buy back arrangements - see also beverages 	Mr. Kiran Kumar Mehta 104, Tilak Bazar New Delhi 110 006 INDIA Tel: 11-2929769/ 2522493/ Fax: 11-2926574

Indian Companies Interested in Foreign Collaborations: POST-HARVEST TECHNOLOGY

Company Name	Products	Comments	Contact Information
Rank Aqua Estates Ltd.	Mobile refrigeration equipment and containers	<ul style="list-style-type: none"> - a new project for the production of mobile refrigeration equipment for use on trucks and vans and refrigerated containers - estimated project cost US\$ 3 million. US\$ 50,000 available locally - investment, joint venture, licensing - see also fruits and vegetables 	Mr. Jayander Rao Road No. 1, Banjara Hills Hyderabad 500 034 INDIA Tel: 40-391548/318119 / Fax: 40-318064

Transport Corporation of India Ltd	.refrigerated containers and trucks	- 4,000 employees, network throughout India (800 offices) - acquisition of refrigerated marine containers for moving agro and aqua products and refrigerated vans and trucks in knock-down and semi-knock-down condition for moving perishables - estimated project cost US\$ 5 million - joint venture	Mr. D. P. Agarwal, Managing Director Hindustan Times House, 10th Floor 18-20 K.G. Marg New Delhi 110 001 INDIA Tel: 11-331.0190/1/2 Fax: 11-332.3981
G. S. Prem Singh	fruit processing and waxing	- established 1985, 30 employees - technology required for the post-harvest management and processing of apples, oranges, mangoes; planned output capacity: 3 tonnes per hour - estimated project cost US\$ 100,000-200,000, all of which will be provided locally - licensing	Mr. Mohan Singh 1st Floor, B-138, New Subzi Mandi Azadpur, New Delhi INDIA Tel: 11-7227571 Fax: 11-7121113
Great Northern Ltd.	fruit processing and waxing	- technology (washing, cleaning, waxing, grading and packing of 1,000 tonnes per season) required for the post-harvest processing of apples, citrus fruits, mangoes - planned capacity: 3-4 tonnes / hour; 100 employees - estimated project cost US\$ 1 million with local investment capacity as required - investment, licensing	Mr. Nazar Khan Great Northern House 2-29 Jullena, Opp. Hotel Surya New Friends Colony, New Delhi INDIA 110 025 Tel: 011 691 6351/ Fax: 11-6822414
Umesh Farms Pvt Ltd	fruit processing and waxing	- modern automatic equipment and production line technology for cleaning, grading, waxing and packing of fruits such as mangoes, lychees, peaches, apricots, with planned output of 2,000 tonnes per season of each type of fruit - estimated project cost US\$ 1 million, US\$ 100,000 available locally - investment, licensing; see also beverages	Mr. Umesh Jain Behat Saharampur, Uttar Pradesh INDIA
Hindustan Icr & Cold Storage Co Ltd	refrigeration technology for processing and storage of meat, pork, vegetables and fruits	- manufacturer with 110 employees and sales of US\$ 2 million - seeks joint ventures in food processing, cold chain for processing and storage of food products - see also poultry and meat products; fruits and vegetables	Ashish Jhunjhunwala 8 Ho Chi Minh Sarani Suite No 26, 2nd Floor Calcutta 700 071 INDIA

Indian Companies Interested in Foreign Collaborations: POULTRY & MEAT PRODUCTS

Company Name	Products	Comments	Contact Information
Venky Foods Limited	powdered egg	- established 1995; 150 employees; markets: Japan, Korea, Europe - the technology, investment and equipment is required for a new turnkey project to manufacture egg white, yolk and whole egg powders from 1 million eggs/day - located in Anaparthi, East Godavari District of Andhra Pradesh - estimated project cost US\$ 7 million, with US\$ 1 million and land available locally - turnkey, investment, joint venture, license, equipment supply	Mr. K. G. M. Rao 7-135, Old Town Anaparthi - 533 342 E.G. District (A.P.) INDIA Tel: 08861-660 Fax: 08861-238
Hindustan Icr & Cold Storage Co Ltd	food processing technology for meat, pork, vegetables and fruit	- manufacturer with 110 employees and sales of US\$ 2 million - seeks joint ventures in food processing, cold chain for processing and storage of food products - see also post-harvest technology	Ashish Jhunjhunwala 8 Ho Chi Minh Sarani, Suite No 26, 2nd Floor Calcutta 700 071

Indian Companies Interested in Foreign Collaborations: SNACK FOODS

Company Name	Products	Comments	Contact Information
Rishabh Agro Industries Ltd.	extruded and co-extruded snacks	<ul style="list-style-type: none"> - a project to manufacture 1,200 metric tonnes per annum of extruded snacks in different shapes and flavours and co-extruded filled pillows for breakfast cereals - turnkey project - see also dairy products 	<p>Mr. Shyam Singh, Managing Director 8C/4, Abdul Aziz Road, W.E.A. Karol Bagh New Delhi 110 005 INDIA Tel: 11-5719958/5731628 / Fax: 11-575-1846</p>
Kejriwal Enterprises	fat-free and low-fat peanut snacks	<ul style="list-style-type: none"> - established 1975, 200 employees; markets: India, Europe, CIS, Western Asia - processing technology required for the production of 2,000 tonnes per annum of low calorie/fat free peanuts, ready-to eat peanut snacks, peanut oil and peanut butter - estimated project cost is US\$ 1.5 million, with local investment of US\$ 250,000 plus land and buildings - licensing 	<p>Mr. N.M. Kejriwal 312 World Trade Centre Bara Khamba Lane New Delhi 110 001 INDIA Tel: 11-3322880 Fax: 11-3322884</p>
Law & Legal Consultants	ready-to-eat snack foods	<ul style="list-style-type: none"> - technology to process potatoes, peanuts, rice-flakes and wheat-flakes, with an annual output of 1,000 tonnes - estimated project cost US\$ 2-3 million, with US\$ 0.5 million available locally, - plus land and buildings - licensing - see also beverages 	<p>Mr. A. Mata, Legal and Management Consultant 505-A, Som Dutt Chambers-I Bhikaji Cama Place, New Delhi INDIA 110 066 Tel: 11-6116186 Fax: 11-5746186</p>

Indian Companies Interested in Foreign Collaborations: HEALTH FOODS, HOTEL FOODS

Company Name	Products	Comments	Contact Information
Surya Agroils Limited	Soya concentrates and isolates	<ul style="list-style-type: none"> - established 1984, 300 employees - a new project in Salamatpur, District Raisen, MP, to manufacture 5 mt/day of soya concentrates and isolates from locally available edible grade high PDI soya flour, mainly for export - estimated cost US\$ 10 million, US\$ 5 million available locally plus buildings - joint venture 	<p>Mr. Ajay Jain, Managing Director Z-5, Zone 1 Maharana Pratap Nagar Bhopal 462 011 (M.P.) INDIA Tel: 755-5567.34 to 38 Fax: 755-556.724</p>
Citizen Guest House and Restaurant	ready-to-eat meals in polypacks	<ul style="list-style-type: none"> - established 1982, 25 employees - project to install processing equipment to produce ready-to-eat meals in poly-packs - planned output is 1,000 tonnes per year; there is currently no indigenous supply - estimated cost US\$ 1.5-2 million, with US\$ 100,000 available locally - investment, joint venture, licensing, equipment supply 	<p>Mr. M. Anand 10 Bhagat Singh Marg Near Gole Market New Delhi 110 001 INDIA Tel: 011 336 4350</p>

Indian Companies Interested in Foreign Collaborations: DAIRY PRODUCTS

Company Name	Products	Comments	Contact information
Rishabh Agro Industries Ltd.	value-added dairy products	<ul style="list-style-type: none"> - looking to expand an existing project in Haryana to a capacity of 2,000 litres of milk/ day - estimated cost is US\$ 6.5 million, with US\$ 0.5 available locally, plus land and buildings - turnkey project; see also snack foods 	<p>Mr. Shyam Singh, Managing Director 8C/4, Abdul Aziz Road, W.E.A. Karol Bagh New Delhi 110 005 INDIA Tel: 11-5719958/5731628 Fax: 11-575-1846</p>
Lacto Protein India Ltd.	edible grade casein, whey protein, lactose, ghee, cheese	<ul style="list-style-type: none"> - established 1992, 25 employees; markets: India, Europe, Japan - current production is 0.3 million litres of milk daily, seeking to increase to 0.5 million - technical and financial collaboration with 100% buy back arrangements 	<p>Mr. Rajiv Goyal/A. N. Goyal 78/3, Janpath, 2nd Floor New Delhi 110 001 INDIA Tel: 11-3325047/3326761 / Fax: 11-3718056</p>

Indian Companies Interested in Foreign Collaborations: EQUIPMENT AND PACKAGING

Company Name	Products	Comments	Contact Information
Iterate Industries Pvt Ltd	domestic ice cube refrigerator	<ul style="list-style-type: none"> - established 1985, 25 employees - a new venture for the manufacture of domestic refrigeration equipment suitable for production of ice cubes; currently there is no such domestic equipment available from either local manufacturers or import; planned production: 1,000 / month - estimated project cost US\$ 1 million, with US\$ 75,000 available locally - investment, joint venture, licensing 	<p>Mr. Brigesh Nizam 21, Housing Society South Exten. - I New Delhi INDIA 10 049 Tel: 011 462 6744 Fax: 011 463 5490</p>
TinPlate Co. of India Ltd. (TATA Group Co.)	food can manufacture	<ul style="list-style-type: none"> - established 1920, 500+ employees - technology required for the deep-drawing of metal sheet by cold forging, for the production of two-piece steel cans suitable for use in the food processing sector; planned output is 1,200 cans per minute; currently there is no indigenous supply - estimated project cost US\$ 60 million - investment, joint venture, licensing, equipment supply 	<p>Mr. K. K. Mangol, Managing Director Golemuri Works Jamshedpur Bihar 831 003 INDIA Tel: 657-424310 Fax: 657-424372</p>
Veekay Industries	food processing equipment	<ul style="list-style-type: none"> - established 1972, 25 employees - seeking engineering designs and associated technology to manufacture a range of food processing equipment including kettles, crushers, mills, pulpers and ice cube making machines - strong market with 40% imports attracting 65% import duty - estimated project cost US\$ 1 million, with local investment of US\$ 50,000 - investment, joint venture, licensing 	<p>Mr. R. C. Kapur Sector 6, Plot No. 22 Faridabad Haryana INDIA 1210 06 Tel: 011 824 2026 Fax: 011 824 2026</p>
Fast Foods Pvt Ltd	bakery machinery manufacturing	<ul style="list-style-type: none"> - technology is required to produce two complete baking plants per month; machines to be manufactured will include ovens, slicers, flour sifters, mixers, dividers and conveyors - estimated project cost US\$ 0.5 million, with US\$ 50,000 available locally - joint venture, equipment supply - see also cereal products 	<p>See Cereal Grain Products for contact information</p>
Limrose Engineering Works Pvt Ltd	food processing machinery	<ul style="list-style-type: none"> - 200-employee company seeks manufacturing technology for the production of a range of food processing machinery including homogenizers, kettles, pulpers, millers - planned capacity is 50 sets per month - estimated project cost US\$ 1-2 million, with US\$ 0.5 million available locally - investment, licensing 	<p>Mr. Arun Kapur 2nd Floor, Aiwan-E-Ghalib Bhawan Mata Sundri Lane New Delhi 110 002 INDIA Tel: 11-331.4391 / Fax: 11-331.2145</p>
Calama Industries Pvt. Limited	food processing machinery	<ul style="list-style-type: none"> - manufacturer - 400 employees - exports: US\$ 0.48 million - joint venture 	<p>Kodak House, 3rd Floor Dr. D.N. Road Fort, Mumbai 400 001 INDIA Tel: 22-2042711, 2042761 / Fax: 22-2041869</p>
Khosla Engineers	packaging machines for biscuits	<ul style="list-style-type: none"> - manufacturer with 20 employees 	<p>Rajesh Khosla, Proprietor 644 Sector 16 D17 Industrial Area Phase Chandigarh 160 015 INDIA Tel: 40033 / Fax: 17 2-770005/40033</p>
Acmevac Sales Pvt Ltd	vacuum equipment for food processing	<ul style="list-style-type: none"> - manufacturer with 170 employees and sales of US\$ 0.97 million 	<p>E. J. Tarapore/ G. Singh 109 Unique Industrial Estate, Chakala Road Andheri (East), Mumbai 400 099 INDIA Tel: 22 8329647/8375837 / Fax: 22 83649</p>

Tech-Know Engg. Works	food processing and packaging equipment	- equipment manufacturer with 25 employees and sales of US\$ 0.08 million - seeks joint venture in food processing and packaging	R. Rajesh Kumar 147-B Co-Operative Ind. Estate Udyog Nagar P.O., Kanpur 208 022 INDIA Tel: 296142, 545661
Vikram Forgings & Allied Ind. Ltd.	aluminum cans for beverages	- manufacturer with 2,000 employees - sales of US\$ 38.71 million; exports of US\$ 12.90 million; and imports of US\$ 1.61 million	Anil Chaudhary Allied Ind., Ltd. 1 & 2 Old Court House Corner, Tobacco House, Calcutta INDIA 700 001 Tel: 033 220 7629 / Fax: 33-4793526/2484881
Jay Rapid Roller Ltd.	PET bottles and laminated tubes	- seeking technology for the manufacture of PET bottles for beverage packaging and laminated tubes for general packaging	Raghavendra Singh, Senior Executive Assistant to Managing Director 403 Vikram Tower, Rajendra Place New Delhi 110 008 INDIA Tel: 11-5747600/9691/92 / Fax: 11-574.5900
Mather & Platt (I) Ltd.	food packaging	- latest technologies required for the packaging of various foods such as snack food, oils and milk - licensing, joint venture, equipment supply	Harbans Lal, Manager, International Sales Udyog Bhavan 29 Walchand Hirachand Marg Mumbai 400 038 INDIA Tel: 22-261-2823 / Fax: 22-261-4632
Purity Flexpack Ltd.	flexible packaging	- seeking to establish a facility for the manufacture of flexible packaging materials in Baroda - joint venture with buy back arrangement	Rajesh Kikani, Joint Managing Director 2-B Kirti Towers, Nr. Kirti Mandir Tilak Road Baroda 390 001 INDIA Tel: 265-427734/40 / Fax: 265-330741

Indian Companies Interested in Foreign Collaborations: MISCELLANEOUS

Company Name/Products	Comments	Contact Information
Citronics	spice oils and oleoresins	- technology for processing of spice oils and oleoresins using SCF (CO ₂) - joint venture with buy back arrangement
Cobra Chemicals Pvt Ltd	mentha-oil, dementholized mint oil	- established 1993, 15 employees - seeking manufacturing know-how for a new project in Haryana - local investment of US\$ 0.1 million plus 4,000 sq metres land and 900 sq metres building available - turnkey project, know-how license
Karishma Industries Limited	processing of waste and by-products from food processing	- a new project in Haryana to use waste and by-products from food processing in the production of sugar ester wax, citrus oil and animal feed - planned output is 5,000 metric tonnes per year and annual demand growth is estimated at 2.5% - estimated project cost US\$ 1 million, US\$ 0.1 million available locally - investment, license, joint venture, equipment supply - see also beverages; cereal products; fruits and vegetables
		S. C. Goyal, Director 9, I.T.I., Ancillary Estate, Sultanpur Road Rae Bareilly 229 010 (U.P.) INDIA Tel: 535-803615/802124 / Fax: 535-802985
		Mr. Anil Kumar F-8, Akarshan Bhawan 23, Ansari Road Daryaganj, Delhi INDIA 110 002 Tel: 11-327.8808/2150 / Fax: 11-328.5585
		Mr. B. Subramanian, Executive Director GF-14 Mansarovar, 90 Nehru Place New Delhi 110 019 INDIA Tel: 11-6446525/18455 / Fax: 11-6446525

<p>Syndicate Business Consultants</p>	<p>consultants for food processing and agro-based industries</p>	<p>- consultants specializing in food processing and agro-based industries, including conversion of wastes into value-added products</p>	<p>M Settu 50, Thyumanavar Street, Venkatesa Colony Polachi 642 001 Coimbatore Dist. INDIA 642 001 Tel: 4259 25471 / Fax: 4259 24613</p>
<p>OKHLA Chemicals Limited</p>	<p>corn products for food grade plastics/biodegradable; invert sugar; soya based products</p>	<p>- established 1971, 40 employees - markets: USA, France, UK, Korea, Dubai - seeking technical collaboration</p>	<p>Mr. Kamal Meattle, Director 25, Community Centre, East of Kailash New Delhi 110 065 INDIA Tel: 11-6439119, 6461287 / Fax: 11-6211975</p>

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Some Current Major Foreign/Indian Collaborations

Indian Firm	Foreign Collaborator	Product/Activity
Glaxo Laboratories India Pvt Ltd.	Glaxo Laboratories	infant milk food
Britannia Biscuits Co. Ltd.	Baker Pabfins (Exports) Ltd., UK	biscuits
Pepsi Foods Ltd.	Pepsico Inc., USA	process fruits and vegetables, soft drink concentrate
Kancor Flavours & Extracts Ltd.	Mocomick & Co., Inc., USA	Oleoresins, spice, food processing
VST Industries Ltd	.High Value Horticulture plc., UK	food processing
Kellogg Co.	Kellogg Co., USA	cereal products
Tetra Pak India Pvt. Ltd.	Baldurin BV, Holland	packaging machinery
Tatum Sanchi India Ltd.	Tatum Farms, USA	poultry products
Nestlé India Ltd.	Nestlé Ltd., Switzerland	infant weaning foods
Jagatjit Ind. Ltd.	General Mills Inc., USA	texturized soya, protein breadings
Smithkline Beecham Ltd.	Smithkline Beecham	powder milk
SKW Associates Pvt. Ltd., Faridabad	Bary Lederman & Associates Pvt. Ltd., UK	mineral water
Larsen & Toubro Ltd., Mumbai	Cherry Burrill Process Equipment, USA	bread spread plant
Wens Agro Foods Ltd., New Delhi	1. FENCO, Parma, Italy 2. CIBS International Services, USA	multipurpose fruit and vegetable processing plant
Turratti Food Processing Machines Ltd., New Delhi	Turratti Srl, Italy	food processing machinery
Alfa Laval (India) Ltd., Mumbai	Alfa Laval Separation AB, Sweden	self clearing type herematic milk separator
Larsen & Toubro Ltd., Mumbai	Westfalia Separator AG, Germany	milk/cream separators
RNT Estates Ltd., Calcutta	Haegens Holland BV, Netherlands	processed and canned asparagas
Ganesh Valley Agro Industries & Farms Pvt. Ltd., Mumbai	Food Industries Planning and Servicing Ltd., Switzerland	fruit juices, concentrates & pulp
Incorporated Daub Verhoeven Ltd., Baroda	Daub Verhoeven BV, Holland	bakery machinery
International Cocoa Products Ltd.	Nestlé SA, Switzerland	chocolates
SAF Yeast, Mumbai	Leaseffie et Cie, France	yeast
Buhler India Ltd., Bangalore	Buhler Ltd., Switzerland	flour rolling plant and food milling plants
Haryana Coated Papers Ltd.	Reitzel Industries Holding, Switzerland	processed foods, pickles
Roschem Industries Ltd., Mumbai	Unitron Chemicals Ltd., Taiwan	food grade phosphoric acid
Breweries India Pvt. Ltd	Scodper UB, Switzerland	beer & stout
Indo-Dutch Proteins Ltd., Hyderabad	Nederlandse Industrie Van Eiproducten, Netherlands	egg powder & egg products
Saptrishi Agro Industries Ltd., Madras	Dalsem Veciap BV, Holland	canned white button mushrooms
Cadbury India Ltd.	Cadbury Schweppes PLC, England	cocoa products
Lacto-Protein India Ltd.	Valio Engg. Ltd. Helsinki, Finland	lactose, casein, whey protein. etc.
Indian Beverages Ltd., Mumbai	Harlen Fine Foods, Singapore	processed coconut products
Dadi Balsara	Krupp. Germany / Spadler, Belgium	mineral water
Indo Nissin Foods Ltd.	C. Itoh Co Ltd. Japan	noodles

M/s Superior Investment (India) Ltd., New Delhi (100% EOU)	M/s Hanchal Exports, West Germany	banana puree
Shri M.K. Modi, New Delhi (100% EOU)	M/s Haegens of Holland	mushrooms
M/s Indo-Dutch Foods Ltd., New Delhi (100% EOU)	M/s Genssen Kessel, Holland	mushrooms
M/s Temptation Foods Ltd., Pune (100% EOU)	M/s Han and Hak Beherr, Holland	fruit and vegetable processing
M/s Reitzel India Ltd., New Delhi (100% EOU)	M/s Poupon & Reitzel Industries, Switzerland	processed foods, pickles, fruits and vegetables
Koputitii (Rajasthan)	M/s Fenco, Italy & M/s Cam Finance, Switzerland	tomato paste, mango paste, gauva paste
M/s MTL Foods, UK (100% EOU)	Shri R. Modi (NRI)	pickles and food spices
M/s Saptarshu Agro Industries Ltd., New Delhi (100% EOU)	M/s Dalsam Veciap, Holland	mushrooms
Shri H.L. Solanki, NRI (100% EOU)	Shri H.L. Solanki, NRI, UK	processed vegetables
M/s Mushroom Impex India Ltd. (100% EOU)	M/s Asiaway Industries, Israel and M/s Galil Engineering of Israel	mushrooms
M/s Northland Agro Industries Ltd., New Delhi (100% EOU)	NRI participation	tomato paste, mango concentrate, gauva concentrate
M/s Classic Agro Foods Ltd., Madras (100% EOU)	M/s Alimenta, Spain, Italy and NRI	fruit concentrates
M/s Mandeeep Mushroom Pvt. Ltd. (100% EOU)	M/s Turatti, Italy	mushrooms
M/s Western Fruit and Vegetables Ltd., Ahmednagar (100% EOU)	M/s Unipektin, Switzerland	pineapple juice concentrate
M/s Raksons Leasing and Finance Ltd., New Delhi (100% EOU)	M/s Dalsem Veciap, Holland	mushrooms
M/s Great Western Industries, Bangalore (Karnataka) (100% EOU)	M/s Ramond John Killer of Australia	fruits and vegetables preserved in acetic acid
M/s Indian Beverages Ltd., Mumbai (100% EOU)	M/s Harlen Fine Foods, Singapore	coconut water, coconut cream, coconut cocktail
M/s Amer India Ltd. (100% EOU)	Shri Padam Khana, NRI	processed fruit and vegetables
Sh. Karan Singh	NRI	processed vegetables
M/s Eskay Agro-Tech Ltd., Hyderabad	M/s Asiaway Indl. Ltd., Hong Kong	mushrooms
M/s Pansui Foods Ltd., New Delhi	M/s Food Industries Planning and Servicing, Switzerland, NRI	fruit juice concentrates and purees
M/s D'Eure Foods Ltd., Hyderabad	M/s I.T.A., SRL, Italy	banana puree
M/S Farmitech Agro Exports Ltd., Hyderabad	M/s A.E.M., BV, Netherlands	mushrooms
M/s Rajasthan Oil Tech. Ltd., New Delhi	M/s Macon Engg., Ltd., UK M/s Design Devioff A.B., Sweden M/s J.V. Huys, BV, Holland	cultivation and canning of button mushrooms
M/s Flavorade T.N. Pvt. Ltd., Madras	M/s Dohlar Gmbh, Germany	fruit and juice concentrate
M/s Eqtoria Pvt. Ltd., Bangalore	M/s Don Hodgson, Australia M/s Jan Hodgson, Australia	natural dried, dehydrated vegetables, fruits, etc.
M/s Ganesh Foods Pvt. Ltd., Mumbai	M/s IBS, SRL Italy	seasonal fresh fruit

M/s Indo-Italian Foods Ltd.	M/s Andre & CIESA., Switzerland, NRI	dehydrated onions
M/s Satnam Heaques Ltd., New Delhi	M/s Haegens of Holland, BV, Netherlands (Financial and technical collaboration)	mushrooms
M/s Classic Agro Foods Ltd., Bhubaneshwar (Orissa)	M/s Awl Indl., Ltd., Hong Kong M/s Galil Engg., Israel, NRI	mushrooms
M/s Kusum Products Ltd., Calcutta	M/s DC & Associates Ltd., Hong Kong	mushrooms
M/s REIL Products Ltd., New Delhi	M/s Tropical Foods Engg., SRL Italy	substantial expansion, concentrates, etc.
M/s Assam Co. Ltd., Guwahati	M/s Monterey Mushroom Inc., USA	mushrooms
M/s Ganesh Valley Ltd., Mumbai	M/s I.B.S., SRL Italy	fresh fruits, pulp concentrates
M/s Sunripe Foods Ltd., Hyderabad	NRI	mango and other fruit pulps concentrate
M/s Chaken Agro Inds. Ltd., Pune Friendly Agro Inds. Ltd., Pune	M/s Dalsem Veciap BV, Holland, NRI	mushrooms, dehydrated onions
M/s Pramod Lath, Mumbai	M/s Henschel Exports Gmbh, Germany	dehydrated onions and other dehydrated vegetables
M/s N. Rama Krishna, Vijayawada (A.P.)	NRI	mushrooms
M/s Peirce Leslie & Co. Ltd, Madras	M/s Peirce Leslie & Co. Ltd., UK	cashew kernels and cashewnut shell liquid and food products
M/s Ideal Vitamin Food Products Ltd.	M/s Harlen, Singapore	coconut products and other fruit and fruit products in Tetra Pak, dairy milk, mineral water
M/s PMP Electronics Ltd., New Delhi	M/s Santa Monica International Inc., USA	spice oil and oleoresins
M/s AVT Indl. Products, Cochin	M/s Mclorormick Inc., USA	whole spices, ground and blended spices
M/s Vimal Chaturvedi, New Delhi	M/s Franken BV, Holland	Cultivation, processing and packing of white mushrooms
M/s Flavorade TN Pvt. Ltd., Madras	M/s Dohler Gmbh, Germany	fruit juice concentrate, flavours for food and beverages
M/s Mrs. C. Nirmala, Hyderabad	M/s Dalsem Veciap, Holland	mushroom cultivation and canning
M/s Anup, New Delhi	M/s Dalsem Veciap, Holland	mushrooms
Tatum Sachi India Ltd., Rajendra Place, New Delhi	Tatum Farms, USA	poultry products
Shiva Egg Products, Rajapalayam, Tamil Nadu	Food Engg. Services	egg products
Indo-Dutch Proteins Ltd., Hyderabad	Nederlandse, Ind. Wan, Netherlands	egg products
Punjab Meats Ltd., Dehradun, U.P.	Asian Investment Corporation, Philippines	buffalo meat products
M/s S.S. Agarwal	Ovobell Ltd., Belgium	egg products
Balaji Foods & Feeds Ltd., Hyderabad	Ovotec International, Deonar	egg products and lysozine
McDonald Corporation, USA	McDonald Corporation	various meat and vegetable products
Tilaknagar Distilleries, Maharashtra	Altier, France (technical)	wine
Jagatjit Industries Ltd., Punjab	Alko Ltd., Finland (technical)	IMFL
U.B. Group	United Distillers, UK (financial)	scotch/whiskey
to be decided	Seagram Company Ltd., Canada (financial)	scotch/whiskey
Jagatjit Industries Ltd., U.P.	Hiram Walker Group, UK (financial)	scotch/whiskey
Polychem Ltd., Maharashtra	I.D.V., UK (financial)	scotch/whiskey
M/s Perfetti India Ltd.	M/s Perfetti SPA, Milano, Italy	chewing gum and toffees
M/s Wrigley India Ltd.	Wm Wrigley Company, USA	chewing gum and confectionery products

M/s Britco Foods Co. (P) Ltd.	M/s Coca Cola South Asia Holdings	soft drink concentrates
M/s Effem Foods India Private Ltd.	Mars Inc., USA	cocoa based confectionery
M/s Lotus Chocolate Co. Ltd.	M/s Sunshine Allied Investments Ltd., Singapore (financial) GCIH Trade Marks Ltd., Hong Kong (technical)	chocolates and cocoa products
M/s Bush Marketing Pvt. Ltd.	M/s Twining & Co. Ltd., London	tea, coffee, cocoa/chocolate products
M/s Dabur India Ltd.	M/s Agrolimen SA, Spain	chewing gum and other confectionery products
M/s Chellappa Rajendra, Prasad	Associate Coffee Merchant, London (financial) M/s Brazilian Food Project Comercio LTDA, Brazil (technical)	instant coffee
Jagna Chemicals, A.P.	H. Consultant, Germany (technical and financial)	beer
Vijay Breweries Ltd.	Carlsberg International A/s, Denmark (technical and financial)	beer
Rajasthan Breweries Ltd., Rajasthan	Danbrew A/s, Denmark (technical)	beer
Winsome Breweries Ltd., Rajasthan	Heninger Brau, Germany (technical and financial)	beer
to be decided	Fosters Brewing Group, Australia	beer
Grover Vineyards Pvt. Ltd.	Finser Financial Services Ltd., UK (technical, financial)	wine and brandy

