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India

Product Brief

Wood and Products - 2008

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U.S. Embassy

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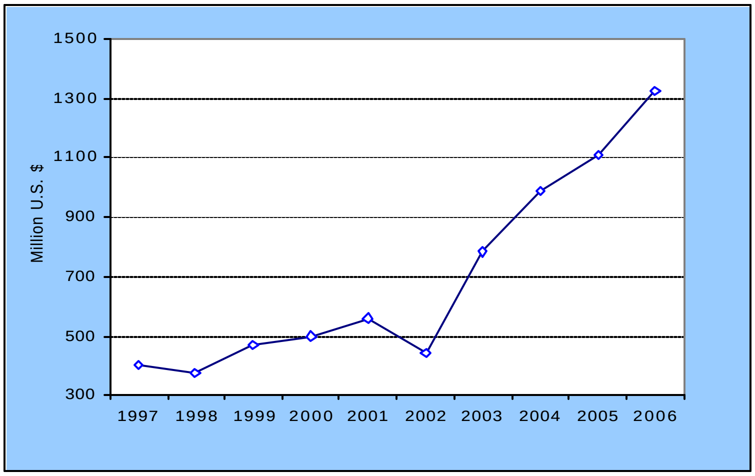
Report Highlights:
The growing economy, strong domestic demand and a steady decline in tropical wood resources has led Indian importers/traders to scout for other wood supplies including temperate woods. Imports of 'wood and wood products' have increased significantly over the last decade. Logs and wooden furniture dominate the import market. Falling import tariffs and a growing need for high quality wood products has led to a significant increase in imports of sawn lumber, veneers, particle board, medium density fiberboard/high density fiberboard, etc. Growing demand from the furniture, housing and allied sectors have facilitated further imports. India is potentially a growing market for temperate hard and soft wood species. American maple, white oak, cherry, hickory, tulipwood and ash are slowly gaining acceptance across wood processing industries for their quality and durability.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
New Delhi [IN1]
[IN]

MARKET OVERVIEW

Strong growth in the Indian economy[1], depleting domestic forest resources and strong demand from the housing, furniture and construction sectors have made India a major market for imported wood and products. Over the last decade, the value of imported woods and products increased five times to $1.3 billion in FY 2006/07 (chart 1). Industry sources expect imports to rise 15-20 percent annually in the coming years.

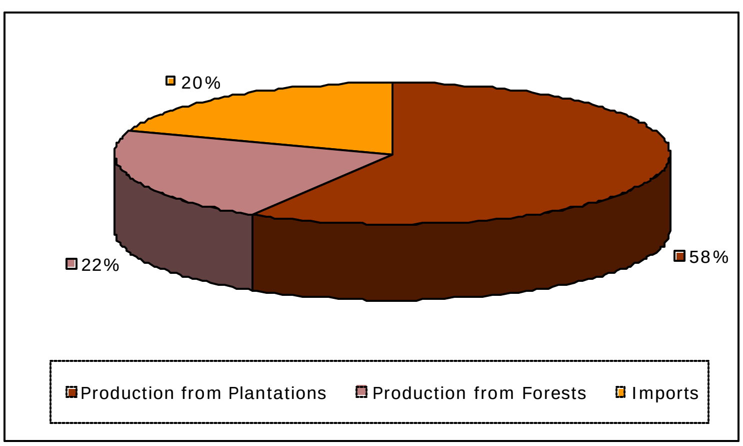
Chart 1: India's Total Imports of Wood and Wood Products FY 1997/98 to 2006/07



Source: Directorate General of Commercial Intelligence and Statistics, Kolkatta

Plantations (teak, mahogany, rubber wood, poplar, eucalyptus, silver oak etc.) are the major source of raw material to the domestic wood based industry in India with imports constituting 20 percent of annual consumption (Chart 2). Forests contribute 22 percent to domestic wood production. As per an assessment in 2005, total forest cover in India is 20.6 percent of the total geographical area of the country. With domestic forests and wood resources steadily decreasing, imports are likely to increase further in coming years[2].

Chart 2: Indian Log Production and Imports in CY 2007



Source: Industry and trade sources

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[1] Indian economy has been growing at an average rate of over 8 percent for last five fiscal years.

[2] According to the Forest Survey of India Report (2005), the total growing stock of 'forest' and 'trees outside forests' has been estimated at 4.6 and 1.6 billion m^3. Thus the total growing stock of wood in the country is 6.2 billion m^3 which gives average growing stock of 80.9 m^3 per hectare in 76.8 million hectares of forest and tree cover.

IMPORTS

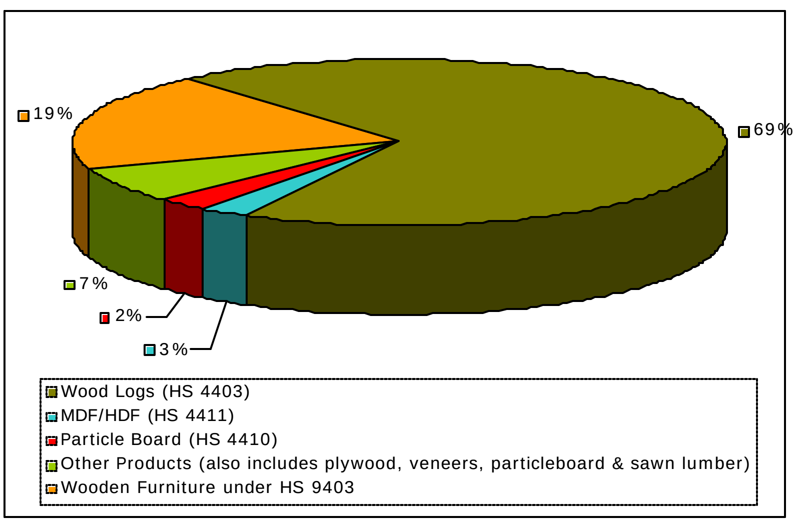
Logs account for the largest share among all wood and products imported into India (Chart 3) as the import tariff for logs is relatively low in comparison to other imported wood products (Appendix 1). The preference for logs is also due to availability of inexpensive labor and the large number of sawmills which can extract a high percentage of usable timber at a low cost. The Indian wood industry, craftsmen, and other wood users are accustomed to teak and other hardwoods that are perceived to be more resistant to termites, and are able to withstand the tropical climate.

Imports of wood furniture have also shown a significant increase (Appendix 2) indicating a developing market for high-end finished goods in India. Imports of wooden furniture from FY 2003/04 through 2006/07 have increased four fold to $250 million. China, Malaysia, Singapore, Italy, Germany, the United States, Hong Kong, Sri Lanka and Taiwan are major suppliers of wood furniture to India. With increasing imports, large numbers of retail stores for high-end imported furniture have opened across major cities in India. Imports of fiber and particle board have also increased over the last decade indicating strong demand for wood panels in the furniture, housing and construction sectors.

Teak has been the main hardwood used for many years, and is typically seen as a benchmark with respect to grade and prices of other wood species. Major imported wood species are tropical woods such as garjan, marianti, mahogany, and sapeli; plantation timbers including teak, eucalyptus, poplar; and softwoods including spruce, pine, and fir (SPF). India imports small quantities of temperate hardwoods such as ash, maple, cherry, oak, walnut, beech, etc., but mostly as squared logs or as lumber.

The wood market in India is basically unorganized and complex in structure with carpenters and a few skilled craftsmen doing much of the production on-site. India still lacks high-volume production plants that specialize in low-cost and standard-size products, for construction, furniture, or furnishings.

Chart 3: Import of Wood and Products by Type for IFY[3] 2006/07



Note: Total imports during FY 2006/07 were worth $ 1.3 billion
Source: Directorate General of Commercial Intelligence and Statistics, Kolkatta

3 IFY refers to Indian fiscal year (April/March)

COMPETITION

Myanmar, Malaysia and China are major suppliers of tropical hardwood and products to India. Other suppliers include Cote d'Ivoire, New Zealand, Gabon, Ghana, Indonesia and Thailand (Appendix 3). A significant quantity of softwood such as spruce, pine and fir are imported from New Zealand and Canada.

India imports small quantities of temperate hardwoods from Europe, South America, the United States and Australia, mostly as lumber due to a lack of modern wood drying, treating, processing, and warehousing facilities. India is a price sensitive market and European suppliers enjoy a freight advantage over suppliers from western hemisphere. There is a general perception in the Indian market that the European suppliers are flexible in grading, pricing, and arranging shipments of mixed species. American maple, silver oak (white oak), cherry, hickory, tulipwood and ash are slowly gaining acceptance across wood processing industries for their quality and durability.

OPPORTUNITIES

Dwindling local resources have prompted Indian importers to look for non-traditional sources for wood. Domestically, the increasing use of high-end finished goods by upper middle class consumers is driving the demand for high quality wood and products. These consumers travel overseas, are exposed to international trends, and have higher purchasing power, thereby driving demand for new wood products and finishing styles. The concept of retail stores selling ready-to-install doors, windows, ready made portable kitchens and wooden furniture’s is coming to urban areas thereby paving the way for growth of imported wood products in India.

With fast growing modern residential housing projects, shopping malls, hotels and other public buildings in cities; the architects and designers of these modern facilities are increasingly looking for new and non-traditional wood materials and products in order to create innovative western styles. Post sources indicate a real opportunity for imported wood to be used for interior finishing, such as doors, windows, wall panels, moldings, and flooring.

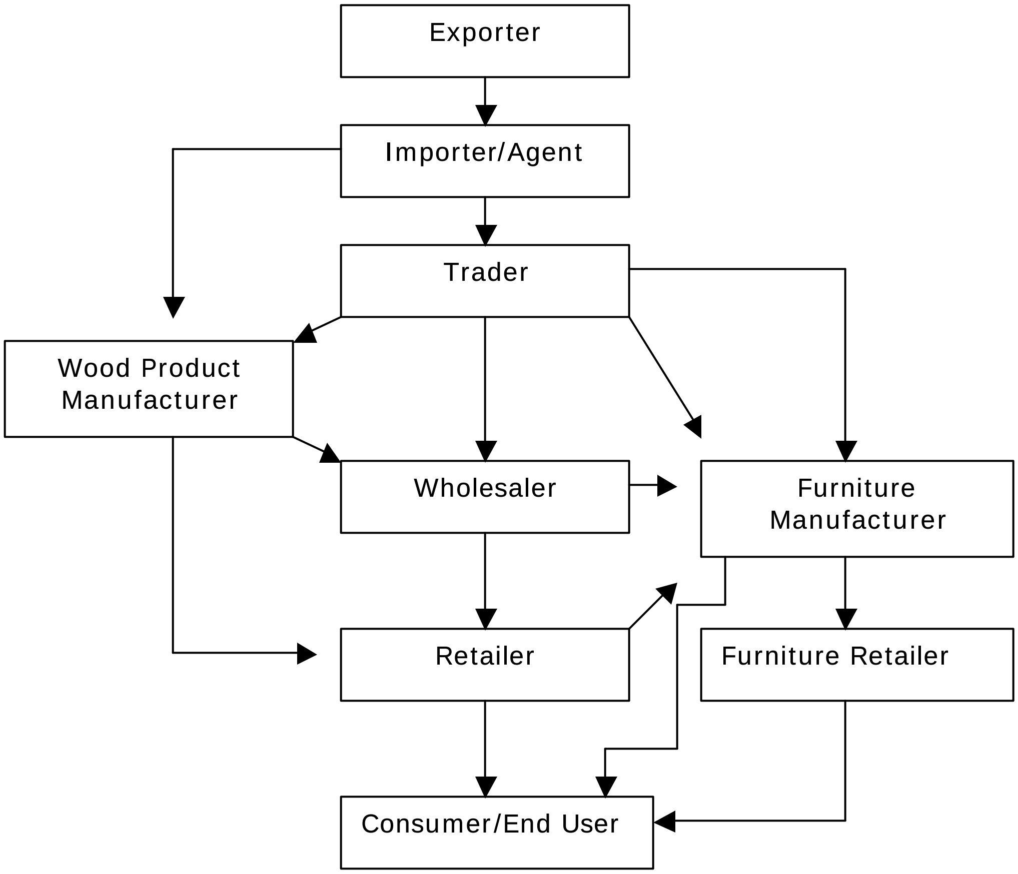
Rationalizing import tariffs on major wood and wood products (Appendix 1) has encouraged imports of veneers, medium/high density fiberboard and particle board for the manufacture of wood panels from general consumer, railways, defence, furniture and laminate manufacturers/builders.

MARKET STRUCTURE & SECTOR PROFILES

The majority of Indian wood imports are in log form, mainly through well-established importers located in the main port cities (Kandla, Tuticorin, Vishakhapatnam, Mangalore and Mumbai). Importers may sell the logs directly to a trader at the port, or transport them to major terminal markets for onward sale to local traders/wholesalers or furniture production. These traders/wholesalers may get some logs sawn into lumber or “sleeper form” (blocks of wood). Retailers procure the logs from the traders and wholesalers, and have them sawn into lumber or into timber with customized specifications. The retailers then sell the sawn wood to local end users such as furniture manufacturers, housing construction companies, etc, who have the wood cut to their final specifications for ‘on-site’ fabrication (chart 4).

Plywood and other intermediate wood product-manufacturers normally procure their raw material locally from plantation growers and traders while a small quantity of imported material is procured from importers and traders. Locally-produced plywood and other products are sold through wholesalers and retailers in the wood market.

Chart 4: Marketing Channels



Furniture manufacturing units also procure their wood and/or processed wood products from wholesalers and retailers, though a few procure directly from traders. Furniture manufacturers sell directly to consumers, mainly as customized and/or 'on-site' fabrications.

PLYWOOD & SEMI-PROCESSED WOOD SECTOR

India has a well-developed plywood industry, with about 50 large and medium-scale units and over 2,000 small-scale units that together supply about 350 million sq. meters of plywood per year, of which about ten percent is decorative or veneer. There are about 12 particleboard units, two medium density fiber board (MDF) units, and a number of small hardboard units, altogether producing about 50,000-55,000 tons of particle board, 55,000-60,000 tons MDF, and 120,000 tons of hardboard. For more on the Indian plywood and panel industry, including industry contacts, please refer to the website of the Federation of Indian Plywood and Panel Industries (www.fippi.org).

The Indian plywood industry uses local plantation timber and other local softwoods for core material, although a few units have started using imported softwoods. For decorative face veneers, primarily local and imported teak and temperate hardwoods are used. There is strong demand for decorative veneers. However, the comparatively high costs of imported veneers vis-à-vis local products limit their use to manufacturing decorative plywood for hotels, corporate offices, public/private Institutions, shopping malls and multi-unit residential projects. Most particleboard, MDF, and block board units use local timber and agriculture/plant waste. The sawn wood products are referred to as 'timbers' which is the equivalent of 'lumbers' in United States.

CONSTRUCTION SECTOR

Strong economic growth, growing multi-unit housing projects in and across major cities and large investments in the retail and hospitality sectors are fuelling rapid growth in the Indian construction sector. Brick walls, concrete and lime plaster are used for constructing houses and buildings in India. Due to cost constraints, the share of timber use in a building is quite low compared to western standards. Wood used in building houses are generally customized on carpenter's specifications. Most of the wood/timber consumed for construction of doors, window frames, moldings, furniture and wall panels are manufactured on building sites by craftsmen.

With the increase in construction activities, large housing projects (hotels and tourism), which utilize standard sized doors and windows based on the architect's specifications, are creating strong demand for interior finished and semi-finished wood products thereby paving the way for new wood types and products. Shares of imported softwoods like spruce, pine and fir are used in the construction industry for scaffolding and support structures. With more Indians becoming accustomed to western lifestyles, the demand for high quality and value added products is increasing. Wood floorings, prefabricated wood doors, windows and wall panels are increasingly demanded by the upper middle income population, corporate offices, and the hospitality sector.

FURNITURE SECTOR

Roughly two thirds of the furniture market in India consists of wood products made from teak, pinewood and silver (white) oak. Household and offices account for most demand from the furniture industry. There exist hundreds of small scale furniture manufacturing units (100-300 sq. feet workshop area) in India where most of the work is done on a contract basis either for an individual buyer or for institutions and offices. However, a few large furniture production units have emerged, have factory production lines and a national-level retail presence and are situated in larger metropolitan cities. These large units have started realizing the benefits of importing high end temperate hardwoods and treated softwoods from North America and Europe for local manufacturing. There are a few companies importing and marketing furniture directly through their own outlets or via other furniture retailers. There are also a few furniture units exporting to the Middle East and to European countries, but these exports consist mostly of Indian-style hand crafted furniture.

ADVANTAGES & CHALLENGES FACING U.S. WOOD PRODUCTS IN INDIA

Advantages	Challenges
Importers/traders looking for non-traditional wood sources (temperate woods) due to a steady decline in domestic forest and tropical wood resources.	Creating and sustaining awareness in select markets with a focus on quality standards and benefits of using U.S. wood species over other available alternatives.
Strong demand for decorative architectural panels and veneers in upscale markets (corporate offices, high-end customers, hotel and tourism industry)	Majority of veneers imported from neighboring countries are made from tropical hardwoods.
Growing middle class (>300 million), with higher purchasing power are exploring and seeking high-end value added wood based products (western style doors, kitchen cabinets, windows) for their houses.	Large number of backyard small scale manufacturing units, poor infrastructure and fragmented marketing chain.
Rising construction activities and demand for urban housing projects across major cities in India require standard size wood, doors and interior fittings.	Indian importers are not aware of available wood species, export practices, and suppliers in the United States. The manufacture of prefabricated doors and windows is a new concept in India.
Declining tariffs on sawn lumber, veneers, particleboard, MDF offers more opportunities for processed US wood products.	U.S. exporters are perceived as not flexible enough in meeting the import requirements (small quantities and mixed consignments of more than one type of wood, etc).
U.S. wood and products are considered to be of very high quality.	U.S. wood & products are sold at a premium vis-à-vis European, Asian and Latin American competitors.

MARKET ENTRY STRATEGY

- Exporters must have patience and commitment to be successful in the virtually "untapped", but potentially large Indian market. It is critical for U.S. exporters to survey the existing and potential market for their products, invest time and resources to build contacts, and establish local awareness of their product. They should visit India to gain a first-hand feel of the market, attend local trade shows (*see Appendix 4*), and meet key players before initiating sales. Success in this market depends on good local representation and an effective pricing strategy.

- The local importer or agent should be a technical and financial interface with the users of the wood or wood product, and should also provide warehouse facilities. Exporters should look for an exclusive arrangement with the importer/agent who can market their products to potential users. Consider the following before selecting an importer/agent:
  - ✓ U.S. firms should evaluate all prospective importers/agents, and thoroughly research the more promising ones. Check the potential agent's reputation via local industry/trade associations, potential clients, bankers, and other foreign companies.

- ✓ Determine who their potential customers are, and where in India these customers are located.
- ✓ Recognize that agents with fewer principals and smaller set-ups may be more adaptable and committed than those with large infrastructure and big reputations.

- Due to the vast regional diversity in India, it is common to appoint more than one importer/representative covering specified regional markets. FAS-New Delhi maintains listings of potential importers, and assists U.S. exporters in meeting members of the Indian trade.

- The key to success for exporters in this market is to focus on 'reasonable' entry pricing for their products. Exporters should make efforts to identify a specific consuming sector (plywood & processed wood, construction and/or furniture), and in collaboration with the local importer/agent, devise an appropriate marketing outreach program to reach target consumers.

- In a market where the presence of U.S. wood is almost negligible, an aggressive market promotion program targeting importers, manufacturers, craftsmen and users is critical for the success of the efforts of any individual U.S. exporter. Exporters should target key sectors and identify the various types of wood suitable for different uses in these sectors. Exporters should identify and educate the decision makers in the target sectors about the quality, variety, and use of U.S. woods. Methods to do this include distributing promotional material and technical literature, conducting trade seminars and workshops, distributing samples to actual users, conducting media campaigns, and organizing trade delegations, both buyer missions to the United States and trade missions to India.

MARKET ACCESS

Wood and wood products can be imported into India without quantitative restrictions. Imports of logs, sawn/sized wood, and saw dust from pine species from the United States are prohibited due to phytosanitary reasons. Imports of other wood species in log form require an import permit from the Ministry of Agriculture, which has specified the import requirements in the "Plant Quarantine (Regulation of Imports) Order 2003" and its amendments (www.plantquarantineindia.org/PQO_amendments.htm).

Imports of wood logs with bark are allowed based on a phytosanitary certificate issued by the exporting countries' certifying agency (USDA's Animal and Plant Health Inspection Service, for example), inspection of the consignment by a duly authorized plant protection officer at the port, and fumigation, if required. Imports of sawn or sized wood without bark, fumigated by methyl bromide (48 gm/cubic meter for 24 hours) or kiln dried (56 degrees centigrade for 30 minutes) prior to export, and accompanied by a treatment certificate, are allowed entry without a phytosanitary certificate. These shipments are cleared only after inspection by an Indian plant protection official and fumigation, if required. Imports of processed wood products such as plywood, particleboard, veneer, etc., are exempted from these requirements.

Imports of fuel wood and wood in log form (HS 4401 to 4403) attract an import tariff of 5.1 to 9.3 percent, whereas other wood products attract tariffs of 14.7 to 31.7 percent (see Appendix 1).

POST CONTACTS FOR FURTHER INFORMATION

- If you have additional questions regarding this report, or need assistance exporting to India, please contact the Office of Agricultural Affairs, New Delhi, at the following address:

  Minister-Counselor for Agricultural Affairs
  Foreign Agricultural Service
  Embassy of the United States of America
  Chanakyapuri, New Delhi, India 110 021
  Ph: 91-11-24198000 Fax: 91-11-24198530
  Email: agnewdelhi@usda.gov

- The following reports may be of interest to the U.S. exporters interested in the Indian market. The reports prepared by this office can be accessed via the FAS Homepage www.fas.usda.gov by clicking on the icon "Attaché Report" and typing the report number in search option 3.

Report Number	Report Title
IN8112	Exporter Guide
IN8082	FAIRS Annual

- For information on Indian wood trade statistics, please see the website of the Directorate General of Foreign Trade (http://dgftcom.nic.in), and then clicking on the icon 'Export Import Data Bank'.

KEY INDUSTRY & GOVERNMENT CONTACTS

1. Timber Importers Association India Ltd.
   E.S. Patanwala Marg, Ghorupdeo, Reay Road
   Mumbai, India 400 033
   Ph: 91-22-23740140/1/2 Fax: 91-22-23738895/9988
   Email: somaiya@vsnl.com
   Contact: Mr. R.T. Somaiya, President

2. Federation of Indian Plywood and Panel Industry
   404, Vikrant Towers, Rajendra Place
   New Delhi, India 110 008
   Ph: 91-11-25755649/25862301 Fax: 91-11-25768639
   Email: fippi@fippi.org
   Contact: Mr. B.K. Bannerjee, Secretary

3. All India Veneers Manufacturers Association
   Krishna 710, 224 AJC Bose Road
   Kolkatta, India 700 017
   Ph: 91-33-22405045/5392/5542 Fax: 91-33-22406106
   Email: aivma@rediffmail.com
   Contact: Mr. Manor Beria, Secretary

4. Indian Institute of Architects
   5th Floor, Prospects Chamber Annexe, Dr. D.N. Road, Fort
   Mumbai, India 400 001
   Ph: 91-22-2204 6972/2467 6409 Fax: 91-22-2283 2516

Email: iia@vsnl.com Website: www.iia-india.org
Contact: Jt Honorary Secretary

5. Directorate of Plant Protection, Quarantine & Storage
Department of Agriculture and Cooperation
Ministry of Agriculture, Government of India (GOI)
NH – IV, Faridabad, India 121 001
Ph: 91-129-2413985 Fax: 91-129-2412125
Email: ppa@nic.in Website: http://www.plantquarantineindia.org
Contact: Plant Protection Advisor
Issues: Phyto-sanitary issues on imports of wood

6. Ministry of Environment & Forests (GOI)
Paryavaran Bhawan, CGO Complex
Lodhi Road, New Delhi, India 110 003
Ph/Fax: 91-11-2436 1896/2436 0605/0519
Email: envisect@nic.in Website: http://envfor.nic.in
Contact: The Secretary
Issue: information on domestic forest resources and forest policy of India.

Appendix 1: India's Import Tariffs on Wood & Products (Chapter 44)

S. No.	ITC HS Code	Basic Duty (BD)	Countervailing Duty (CVD) /1	Special Countervailing Duty (SCVD) /2	Total Duty inclusive of education cess (TD) /3
1	44.01	5.0	0.0	4.0	9.3
2	44.02	5.0	0.0	0.0	5.1
3	44.03	5.0	0.0	4.0	9.3
4	44.04	10.0	0.0	4.0	14.7
5	44.05	10.0	0.0	4.0	14.7
6	44.06	10.0	14.4	4.0	31.7
7	44.07	10.0	0.0	4.0	14.7
8	44.08/4	10.0	8.2	4.0	24.4
9	44.09	10.0	14.4	4.0	31.7
10	44.10	10.0	8.2	4.0	24.4
11	44.11	10.0	8.2	4.0	24.4
12	44.12	10.0	8.2	4.0	24.4
13	44.13	10.0	14.4	4.0	31.7
14	44.14	10.0	8.2	4.0	24.4
15	44.15	10.0	8.2	4.0	24.4
16	44.16	10.0	8.2	4.0	24.4
17	44.17	10.0	8.2	4.0	24.4
18	44.18/5	10.0	8.2	4.0	24.4
19	44.19	10.0	8.2	4.0	24.4
20	44.20	10.0	8.2	4.0	24.4
21	44.21	10.0	8.2	4.0	24.4
22	94.03	10.0	14.4	4.0	31.7

/1: CVD is equivalent to domestic excise tax and is applied on the CIF value plus BD
/2: SCVD equivalent to sales tax and other local taxes is applied on the CIF value plus BD plus CVD
/3: Education Cess of 2% applicable on total basic duty plus CVD
Total Duty= (BD+CVD+SCVD)*1.02
/4: CVD appliable to all products under the code, except veneer sheet for match box/splints (44081030, 44081090,44083130, 44083930 & 44089020)
/5: CVD of 16.32 percent charged to flush doors (44182010 & 44182020).

Appendix 2: India's Imports of Wood Products by Category (Million US $)

Item	1996/97	2003/04	2004/05	2005/06	2006/07
Wood Logs (HS 4403)	246.7	667.7	820.2	831.6	908.5
Sawn Lumber (HS 4407)	4.8	12.3	13.2	20.9	22.8
Veneer (HS 4408)	6.4	3.6	4.9	11.2	14.2
Plywood (HS 4412)	4.2	4.2	5.1	8.2	12.8
MDF/HDF (HS 4411)	0.7	13.1	17.5	27.9	35.3
Particle Board (HS 4410)	3.6	13.3	16.8	26.5	32.2
Other Products in Chapter 44	3.9	9.5	15.8	28.9	43.4
Total (Chapter 44)	270.4	723.7	893.5	955.1	1072.1
Wooden Furniture under HS 9403	0.5	57.3	90.7	150.3	250.5
Total Wood Products	270.8	781.0	984.2	1105.4	1322.6

Note: Years refers to Indian fiscal year (April/March)
Source: Directorate General of Commercial Intelligence and Statistics, GOI

Appendix 3: India's Imports of Wood Products by Country (Million US $)

Country	IFY 2005/06	IFY 2006/07
Malaysia	321.1	352.1
Myanmar	264.8	276.2
China	59.8	115.6
Cote d'Ivoire	60.7	38.7
New Zealand	41.3	54.4
Gabon	36.7	44.9
Ghana	27.1	28.3
Italy	13.2	20.2
Germany	14.4	18.9
Sri Lanka	16.0	17.2
Ecuador	9.7	21.3
Benin	12.7	17.7
Togo	14.9	15.3
Costa Rica	11.6	13.0
Thailand	9.2	15.1
Papua New Guinea	6.7	15.2
Guyana	7.8	13.3
Nigeria	11.5	8.1
Australia	6.1	13.3
U.K.	5.2	13.9
Panama	5.5	11.1
United States of America	6.5	7.1
Indonesia	3.7	7.4
Others	139.2	184.2
Total	1105.4	1322.6

Note: Year refers to Indian fiscal year (April/March).
Source: Directorate General of Commercial Intelligence and Statistics, GOI

Appendix 4: Wood and Wood Products Exposition in India

1. INDEX INTER-FURN, New Delhi, India

INDEX INTER FURN is the platform to look at the latest designs and trends of the furniture hardware industry as well as the latest products from the plywood and other intermediates of the industry. In 2007 nearly 7,257 trade and business visitors participated in this event. INDEX INTER FURN 2008 will be held from **November 13-16, 2008** NSIC Exhibition Centre, Okhla, New Delhi, India.

Contact: **Universal Expositions Limited**
401, Sanskriti Park, Mahakali Caves Road, Andheri (East),
Mumbai - 400 093, India
Tel: 91-22-28302870
Fax: 91-22-28216140

2. Delhi wood, New Delhi, India

The organizers of Indiawood – Asia's Largest Sourcing Ground for Woodworking Machinery, Tools, Accessories, Raw Materials and Products, PDA TRADE FAIRS have announced another woodworking industry platform –"DELHIWOOD" scheduled from **February 12-15, 2009** at Pragati Maidan, New Delhi.

Contact: **PDA Trade Fairs**
PDA House, #32/2, Spencer Road, Frazer Town
Bangalore - 560 005, India
Phone: 91-80-25547434 (6 lines)
Fax: +91-80-25542258
Email: pdaexpo@vsnl.com
Website: http://www.delhi-wood.com & www.pdatradefairs.com

3. Interiors International, India

Expomedia Events India and D.M.G world media Dubai present the 4th Edition of INTERIORS INTERNATIONAL INDIA (III) which includes interior building products, decoration, flooring, lighting and furnishing products. The event is held on **February 13-15, 2009** at India Expo Centre EXPO XXI, Greater Noida Expressway, Delhi, India.

Contact: **Expomedia Events India Pvt. Ltd.**
2nd Floor, Som Datt Tower, K-2, Sector 18,
Noida- 201 301, India
Tel: 91-120-2516110/2516144
Fax: 91-120-2516020

4. Panel Expo, New Delhi, India

An International Seminar & Exhibition on Plywood, Panel Products, Furniture, Laminates, Bamboo, and Woodworking Machinery was successfully organized in 2003, 2005 and 2007 in New Delhi. The 4th edition of Panel Expo will be held in **April 02-05, 2009** with special focus on furniture.

Contact: **Federation of Indian Plywood and Panel Industry**
404, Vikrant Towers, 4, Rajendra Place

New Delhi-110 008, India
Ph: 91-11-2575 5649/2586 2301
Fax: 91-11-2576 8639
Email: fippi@fippi.org,
Website: http://www.fippi.org // www.panelexpo.com

5. Inside-Outside Mega Show, Various Locations in India

Inside outside mega show, the flagship production of Business India Exhibition is the largest event of the interior design, furniture and furnishings, building and construction industries held in various locations in India twice or three times in a year across major cities, including New Delhi.

Contact: **Business India Exhibitions**
4/5, 1st Floor, Churchill Chambers, 32 Boman Behram Marg, Colaba,
Mumbai -400 021, India
Ph: 91-22-22882536/22882537/22882538/22882539
Fax: 91-22-22882540