



## **Bangalore Chamber of Industry and Commerce**

No.1A, Bharat Apartments, 44/1, Fairfield Layout, Race Course Road, Bangalore 560001

Tel: 22286080 – 82; Fax: 22251475; e-mail: [bcic@bcic.org.in](mailto:bcic@bcic.org.in); website: [www.bcic.org.in](http://www.bcic.org.in)

### **Report on the Interactive Session with the high profile delegation from U.S. Department of Commerce's Bureau of Industry and Security held on July 14, 2011**

Bangalore Chamber of Industry and Commerce (BCIC) and Indo-American Chamber of Commerce – South India Council (IACC – SIC) in association with U.S. Commercial Service, Bangalore organized an Interactive Session with the high profile delegation from U.S. Department of Commerce's Bureau of Industry and Security on July 14, 2011.

The session attended by members of BCIC and IACC with specific interest in strategic business interest products and licensing arrangements provided a useful platform for ascertaining with clarity the steps followed in allowing countries to exchange trade in permitted strategic goods and services following the removal of Export Control measures announced by the U. S. Government during President Barack Obama's visit to India last year.

Welcoming the delegation and the participants, Dr. Vinod Nowal, President, BCIC said that the main objective of the meeting was to understand and comply with U.S. export control regulations that govern the export of sensitive U.S. products/technologies especially in Aerospace / Defence Sectors. He highlighted the growing relationship between India and US and hoped the relaxation of export control for India would pave the way for it to encourage the Business-to Business (B2B) exchange on a larger scale. He was also optimistic that the regulatory measures, which still governed certain critical areas of trade, would only help to realize the full potential of the two way trade between the largest democracies and not dampen it.

He also mentioned that BCIC in association with Indo-American Chamber of Commerce – South India Council (IACC – SIC) and the US Commercial Service, Bangalore had jointly organized several events with the visiting dignitaries/ delegations from US over the years thereby playing a pivotal role in facilitating Indian and US businessmen on a common platform to promote bilateral trade between the two nations.

Giving an overview of the U.S. Export Control Regulations of sensitive products, technologies, Mr. Eric L Hirschhorn, Under Secretary, U. S. Department of Commerce, Bureau of Industry and Security (BIS) said the removal of export control had paved the way for India to access critical technologies in high tech areas of Aerospace and Space Research. Recalling a recent accord signed between ISRO (Indian Space Research Organization) and BIS (Mr. Hirschhorn himself was a signatory to the accord), Mr. Hirschhorn said this was a significant example of the importance US gave to India. He was optimistic the spirit would find ample expression in further enhancing the scope of

business between the two countries. U. S. considered India as a strategic partner in key areas of technologies like aerospace and also the move by US held a rich and brighter promise for a mutually beneficial partnership, Mr. Hirschhorn further added.

Mr. David W Mills, Assistant Secretary of Export Enforcement, US Department of Commerce and Business and Industry said US looked for partnership with India in the strategic areas within the framework of the regulatory measures in security area. As a facilitating agency, BIS would be extending its advisory and cooperative gesture to further strengthen the prospects of fruitful business.

Members posed several questions with specific issues relating to clarity on licenses, control and implication of regulatory and licensing and controls on their vendors and service providers. Mr. Hirschhorn and Mr. Mills made the US Government's position clear and offered further elaboration through government and industry bodies such as US Embassy and Indo American Chamber of Commerce.

Mr. P N Sudarshan, Chairman, Indo-American Chamber of Commerce, Karnataka Branch Committee highlighted the opportunities offered by Karnataka particularly Bangalore in strategic business partnership, with a large number of high tech centric Public Service Organizations like Hindustan Aeronautics Ltd (HAL), Bharat Electronics Ltd (BEL) which had also contributed to the ushering in of Information Technology and its development into a globally admirable entity.

The presentations were followed by Q & A Session wherein the speakers responded to several queries raised by the participants. The Interactive Session was attended by a large number of representatives of a cross section of India Inc.