India-Pakistan Trade Newsletter

September 2014

Three Suggestions for the 18th SAARC Summit

Nisha Taneja

Sanjana Joshi

Isha Dayal

The previous SAARC summits have made several declarations on greater and deeper regional integration; however the progress in implementation has been limited. Intra-regional trade and connectivity has been on the SAARC summit agenda several times, yet not much has been achieved. Along with poor mobility of people within the region, trade and movement of goods has also been restrictive with intra-regional exports standing at 6 percent[1] and imports 3 percent in 2012 as compared to the corresponding figures of 26 percent and 24 percent respectively for ASEAN.

Despite the South Asian Free Trade Agreement (SAFTA), the SAARC countries offer high duties on regional imports and maintain a large list of sensitive items which attract MFN tariff rates. In addition, weak cross-border transport protocols restrict seamless transportation of goods. Restrictive visa regimes have hindered the movement of businesspersons, thereby further aggravating the issue of connecting South Asia for expanding business.

Low import duties, seamless connectivity for transportation of goods, and enhanced mobility for businesspersons would lead to sizeable gains to the economies of the region.

In this context we suggest that India propose the following three points at the upcoming SAARC Summit in Kathmandu:

1. Importing goods at zero-duty from SAARC countries
2. Accession to International Transit Protocol (TIR Convention) for seamless transportation
3. Issuing SAARC Business Travel Cards

1. Importing goods at zero-duty from SAARC countries

Currently India offers market access to its SAARC partners at a maximum of 5 percent customs duty on all items except for those on the sensitive list. At the same time, India offers duty free access to imports from the least developed countries (LDCs i.e. Nepal, Bhutan, Maldives, Bangladesh and Afghanistan in the case of SAARC) as well as Sri-Lanka under the bilateral free trade agreement.

[1] UNCTAD Statistics

In this issue

If India announces that it would be importing goods at zero-duty from all SAARC countries, Pakistan will be accorded the same benefit without the need for a bilateral agreement. With official talks between India and Pakistan stalled at the moment, the SAARC route provides a good opportunity to keep the economic interaction between the two countries going and may well provide the necessary push for the long pending decision by Pakistan to grant non discriminatory market access to India.

2. Accession to International Transit Protocols (TIR Convention)

It is suggested that India propose to all SAARC members to accede to the TIR convention. The move would position India as a global leader in suggesting the use of international best practices for the South Asian region.

The TIR (Transports Internationaux Routiers or International Road Transport) Convention introduced by the United Nations Economic Commission for Europe (UNECE) in 1978 is one of the most successful international transport conventions and is so far the only universal Customs transit system in existence. This Convention is one of the key international instruments supporting multimodal movement of goods and transport over multiple borders, provided one leg of the journey is by road.

The TIR has proved to be very effective as it allows goods to transit through multiple countries in safe vehicles with minimum border checks using a single customs document called the TIR Carnet which is recognized by all member countries. The Carnet also provides evidence of an international guarantee for customs duties and taxes that may become due at the destination country. As soon as a consignment enters into a territory it becomes liable for customs duties and taxes of that country. The international guarantee ensures that these taxes will be paid at the final destination. Currently 68 countries are contracting parties to the TIR Convention.

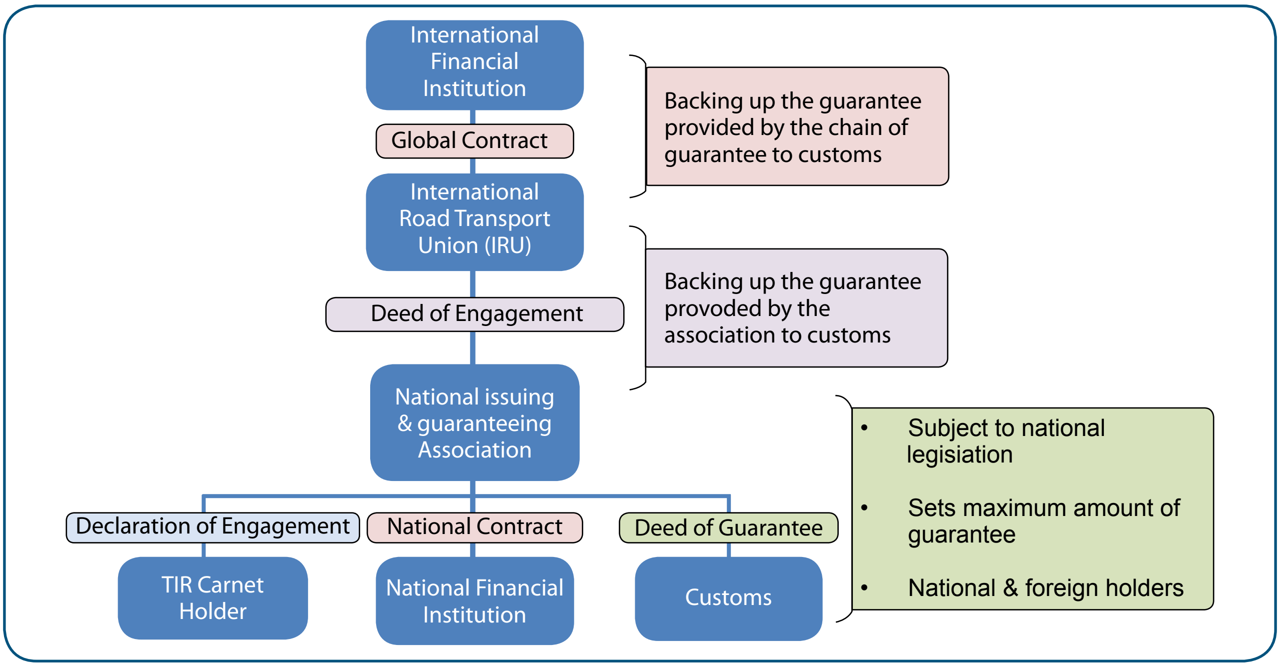
In South Asia, Afghanistan is a member of the TIR Convention and Pakistan is in the process of accession to the Convention. China, too has initiated the process to become a member.

Upon accession to TIR, there are several advantages for SAARC members, in addition to being able to access each other's markets:

1. The Convention is based on international best practices and will help SAARC members in aligning to global best practices.
2. The Convention will allow India to access Central Asian countries through Afghanistan and Pakistan.
3. India will be able to access Afghanistan through the land border instead of only the sea route.
4. It will help Nepal in accessing international markets through India without being dependent on the Indian treaty which lacks an effective and efficient transshipment modality.
5. If Bangladesh becomes a member then the Bangladesh-China-India-Myanmar connectivity will be more effective.
6. Bangladesh will be able to get access to Central Asia through India, Pakistan and Afghanistan.

The TIR system through a series of contractual arrangements empowers the national associations, typically representing the interests of the transport sector in a particular country to undertake the TIR operation. The national association is authorized to use the TIR Carnet and is also authorized by the Customs administration of that country to guarantee payment within that country of any duties and taxes which may become due in the event of any irregularity occurring in course of the TIR transport operation.

TIR Contractual Relationships and Chain of Guarantee



3. Introduction of South Asia Business Travel Card

The movement of people in the region for business purposes also remains deeply restrictive. The SAARC Visa Exemption Scheme (SVES) launched in 1992 allows 24 categories of people exemption from requirement of visa within the region. Currently each country can issue the 200 exemption stickers in a calendar year.

Under this scheme, citizens of SAARC Countries categorized as Group A (Dignitaries, Government Officials, Participants of SAARC meetings and officials of SAARC Secretariat and its Regional Centers) who are coming under "SAARC Visa Exemption Scheme" are exempted from requirement of a visa and Police Reporting. The remaining are categorized as Group B (General/ Public categories including Businessmen, Journalists, Sportsmen etc). However, since 2012 the validity period of SVES has been curtailed from 30 to 90 days instead of one year.

We suggest that SAARC countries should introduce the South Asia Business Travel Card along the lines of the Asia Pacific Economic Community's 'APEC Business Travel Card' (ABTC) that allows business travelers pre-cleared[2], facilitated short-term entry to participating member economies. The ABTC removes the need to individually apply for visas or entry permits, saving valuable time, and allows multiple entries into participating economies during the three years the card is valid. Card holders also benefit from faster immigration processing on arrival via access to fast-track entry and exit through special APEC lanes at major airports in participating economies.

The ABTC was developed in response to the need for business people to gain streamlined entry to the economies of the Asia-Pacific region to explore new business opportunities, attend meetings and conduct trade and investment activities. The ABTC scheme is managed by the APEC Business Mobility Group (BMG), one of the sub-fora working groups of the APEC Committee on Trade and Investment (CTI). It comprises of government representatives from the 21 member economies of APEC. These representatives are from government departments responsible for immigration and consular affairs.

Nisha Taneja is Professor; Sanjana Joshi is Senior Consultant; and Isha Dayal is Research Associate, at Indian Council for Research on International Economic Relations (ICRIER), New Delhi.

[2] For visa pre-clearance, the applicant's name is circulated among the participating APEC countries. The countries which give "entry pre-clearance" (upon all requisite conditions being met) are specified on the travel card. The applicant can enjoy travel privileges only among the countries which have given their pre-clearance.

'Geographical Indication Registration' for Basmati Rice: Win-win for India and Pakistan

Sanjay Kumar

Introduction[1]:

Basmati rice is a common, culturally and economically important, commodity for India and Pakistan. The traditional basmati growing areas in India are in the sub-Himalayas; and in particular tracts of the Indo-Gangetic plains covering the states of Haryana, Jammu and Kashmir, Punjab, Uttarakhand and Uttar Pradesh. The Kalar tract of Punjab province and some districts under the Punjab, Baluchistan and North West Frontier Provinces are traditional basmati growing areas in Pakistan. India and Pakistan are also basmati rice exporting countries. The socio-economic dimensions of basmati, both in India and Pakistan, are also quite compelling due to its prestigious reputation and high unit value. It is for these reasons that distribution of basmati rice has been threatened time and again by a number of "imitators" and "intrusions"; such that the regulatory landscape for basmati, in the past, has been complicated by attempts of free riding-such as the translated use of the appellation in the naming of varieties and branding of rice; securing trademarks that incorporate wholly or partly the appellation; and even the use of patents as exemplified by the RiceTec patent. Basmati has also been under dispute, over tariffs with the European Union, at the World Trade Organization (WTO). The core issue under threat in all these disputes is the recognition of basmati rice as a product of India or Pakistan. Even in the USA, during one of the disputes, the Federal Trade Commission (FTC) stated very clearly that basmati is a special variety of rice but not related to any particular geographical origin.

Both India and Pakistan recognize basmati as a common heritage. They are also aware of the need for joint-registration, particularly after the challenge to RiceTec patent. But for various political reasons, no serious and sustained efforts have been taken by the two countries to legally protect basmati rice and thereby obtain world-wide recognition of basmati as a produce of India and/or Pakistan. No doubt, such joint registration of basmati by India and Pakistan is complicated as Geographical Indication (GI) is a registration which is country-specific. The Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS) has no particular provisions nor does it provide any guidance for trans-border GIs. TRIPS Article No. 24.9 raises the obligation for protecting a GI only through home protection, and the absence of that makes GI-protection more difficult. This also generates the threat of creating "basmati rice" a generic product.

Some real effort towards a joint GI-registration for basmati rice was probably initiated in 2005 when the Indian Minister for Commerce and Industry wrote to his counterpart in Pakistan, proposing mechanisms for holding consultations to achieve joint GI-registration; and proposed setting up a joint study group to that end. However, no steps were taken in that direction.

In contrast to the move towards joint-registration, there have been national efforts in both countries to acquire independent rights of Basmati rice. In India, in 2004, a non-governmental organization, Heritage Foundation, filed an application at the GI registry for basmati. But, the GI registry rejected the application citing numerous inaccuracies in the application with respect to an incomplete list of varieties and areas of production. In Pakistan too, an application (No. 216742) was filed in December 2005 by a group called Basmati Growers Association. This application was under Section 82 of the Trade Mark Ordinance 2001, probably the only legal means for protecting GIs. The outcome of that application is not known.

What is worrisome in the aforementioned registration demands of various groups and associations is the possibility of GIs being acquired by private entities and protected through 'collective marks', de-emphasizing the basic contention raised at the time of RiceTec patent about the collectivity of Basmati, its shared origins and "ownership" between India and Pakistan. The other key issue is the error in using 'collective marks' as the preferred mechanism of acquiring rights of basmati. In fact, APEDA in its petition before the Indian GI registry had raised these issues. APEDA's opposition was dismissed on technical

[1] This article has been adopted from Mr. Kumar's paper, written jointly with Prof. Dwijen Rangnekar, for The Journal of World Intellectual Property, 2010 (ISSN: 1422-2213, Online ISSN: 1747-1796).

grounds that it had no statutory right in basmati, but on the obverse, it prompted the Indian government to amend the APEDA Act to empower APEDA to acquire rights in basmati and fight infringement likewise. Consequently, APEDA filed opposition proceedings in Pakistan's Sindh High Court and in November 2008 applied to the Indian GI Registry for a GI. These developments are demonstrative of the tenuous and contingent nature of relations between the two countries and the continuing ambivalence on joint-registration. Now that the governments in India and Pakistan are showing signs of coming together, one issue, which is de hors of the politics and benefits of the two countries and its farmers, can be an initiative towards negotiations for joint registration of basmati rice. The debate between separate and independent registrations in India and Pakistan, or a joint registration, need to settle in favour of the latter as each country registering basmati as a GI under its respective domestic law would result in an 'Indian basmati' and 'Pakistani basmati' which would give rise to multiplicity, as it happened in the case of Sherry - a wine of Spain, which was taken to England many years ago and thereby declared a generic item, with Spain having lost the exclusivity of its indigenous product. But joint-registration would require the two countries to arrive at shared notions of basmati, and an institutional mechanism to deal with GI rights for basmati by third parties.

Institutional Mechanisms for Joint-GI Registration

Three possible institutional structures can be considered for a joint-registration of basmati rice. One proposal could be that two entities - one in India and another in Pakistan - may separately register the GI under their respective country laws. These two entities may be in the form of a statutory body (like APEDA) or a company or a registered society. These institutional bodies could then form a single legal entity for registering basmati in domestic and other jurisdictions. One problem could be registration of this entity in a third country, as it may not be legal. There could also be an issue of expropriation by the third country in the long-run. Lessons, however, can be drawn from how WOOLMARK is protected. WOOLMARK is a certification mark collectively shared by the Wool Boards of Australia, New Zealand, South Africa and Uruguay. These Boards have set up a common Secretariat called the International Wool Secretariat (IWS), which works throughout the world to promote the use of wool in all forms of industry (other than actual selling) through education, research and publicity. IWS has established a company, called IWS Nominee Company Limited, limited by guarantee and having no shared capital. It is important to note in this example that WOOLMARK, a certification mark, is a 'private right' and 'basmati' GI would have a 'public' element.

Another mechanism for joint registration could be through a company with participation from Indian and Pakistani entities. This company could register basmati as a GI under the respective laws of the two countries, and also in relevant third countries. This composite body, say the "Basmati Holding Company" of India and Pakistan would basically be a GI holding company, and could either be incorporated in a neutral jurisdiction having an offshore company structure, or in either of the two countries. Such a holding company would not undertake any trading or other commercial activities and so there may be minimal risk of a dispute. But should a dispute arise, the bye-laws of the company would provide an appropriate mechanism for referring the dispute to an international body or an International Arbitral Forum for settlement of binding or non-binding resolutions. The flip side of such registration in a third jurisdiction, as discussed earlier, is the possibility of expropriation.

A third mechanism for joint registration would be to form a Joint Commission of India and Pakistan on Basmati through an agreement between the two countries. This commission could be conferred a legal framework through a bilateral treaty.

Independent of the institutional framework which can be a matter of debate and be politically adopted, any registration, joint or otherwise, needs to consider the technical content of the application. This includes details on defining basmati, its constitutive properties, the manner in which new varieties might be included (if at all), the demarcated areas of production, farm and post-harvest production rules, and any other specifications for maintaining the integrity of basmati.

What is equally, may be more, important to recognize is that GIs are inherently cultural objects and it is thus imperative that social and cultural practices which form their basis should be duly acknowledged. In addition, since GI rights hinge on degrees of exclusion, a reasonable enforcement mechanism that distinguishes basmati from other forms of rice, as exemplified by the Tea Board's activities with respect to Darjeeling grown tea, would be a key requirement.

Sanjay Kumar is with the Indian Revenue Service, Government of India.

Trade between India and Pakistan: Importance of Land Border Crossings

Tridivesh Singh Maini

Introduction

In spite of numerous setbacks and irritants, bilateral trade between India and Pakistan, via the Wagah-Attari land route has witnessed a steady rise over the past decade. In fact, bilateral trade has not been disturbed even during times of tension, be it the Mumbai attacks in 2008 or the firing across the Line of Control last year.

The inauguration of the Integrated Check Post at the Wagah-Attari border in April 2012 has given the much needed boost to bilateral trade ties, with trade having increased substantially, especially if one were to look at it in percentage terms. This point is strongly borne by statistics - while trade in 2011-2012 was estimated at US$ 1,938 Million, in 2012-2013 bilateral trade stood at US$ 2,605 Million.

Beyond the National Prism

While analysts and economists naturally look at bilateral trade more from the prism of India-Pakistan trade; what sustained trade through the land route at Wagah-Attari has also resulted in, is the creation of a constituency for bilateral trade in Indian Punjab, over the past decade. This lobby has also pressurized political actors in the state to push for better ties with Pakistani Punjab. The lobby includes not just businesses, but also Chambers of Commerce which have helped in institutionalizing exchanges between the large and small Chambers of India and Pakistan such as the Punjab Haryana Delhi (PHD) Chambers of Commerce, Lahore Chambers of Commerce and Industry, Rawalpindi Chambers, and those of Sargodha, Sheikhupura, Gujranwala, Gujrat and Jhang in Pakistani Punjab. One of the positive outcomes of these exchanges and MoU's is the exhibitions, known as PITEX (Punjab International Trade Expo), organized annually in various cities of the Indian state of Punjab.

As a result of the growing enthusiasm among the business communities in Indian Punjab, dispensations of both the Congress and Shiromani Akali Dal have been batting hard for trade and exploring the potential of closer linkages between the two provinces. It would be crucial to point out, that even at times when the official purpose of a visit may not have been purely commercial; the high level delegations from Indian Punjab have consisted largely of businessmen. Some of the agreements signed between the Chambers of Commerce were in the presence of political leaders from both the Punjabs; a perfect example being the MoU signed between the PHD Chambers of Commerce and Lahore Chambers of Commerce in October 2012, during the visit of Deputy Chief Minister of Indian Punjab, Sukhbir Singh Badal to Pakistan. Businessmen from outside the state also realize the immense potential of Punjab-Punjab trade. LN Mittal, Chairman of Arcelor Trade (who has a stake in the HPCL-Mittal Oil refinery at Bathinda, Punjab, inaugurated in April 2012), has evinced interest in constructing a pipeline from Bathinda to Lahore for export of petroleum products. HPCL is also examining the possibility of such a pipeline.

Punjab's participation in India's ties with Pakistan underscores the increasing importance of what has been defined in numerous ways, but can be best dubbed as 'Multi-Layered Diplomacy' by Brian Hocking, where 'Diplomacy' is not just the preserve of Ministries of External Affairs, but also includes sub-regional political players as well as big businesses. This multi-layered diplomacy is a result of numerous factors, including the ever increasing clout of sub-national units and the economic consequences of globalization.

Appetite for Trade in other Border Regions

While the desire to rekindle strong ties with neighbouring Pakistan may be strong in Indian Punjab; the business communities of Rajasthan and Gujarat are keen to follow suit, and strengthen commercial ties with Pakistan.

While Gujarat's economic ties with other parts of the world get attention, Chambers of Commerce in the state has been persuading the Central Government for opening land routes, and liberalizing the visa regime since trade via the Kandla-Karachi route is an expensive proposition. According to official sources, some of the important Indian exports via the Kandla-Karachi sea route include chemicals, petro-chemicals, salt, crude, timber and cattle, whereas Pakistani imports include onion, sugar, dry fruits and cement.

The Gandhidham Chambers of Commerce in Gujarat, India, has been urging the state as well as the Central Government to open up land routes between Kutch in Gujarat and Sindh in Pakistan. This demand was made during the visit of a Pakistani delegation to Gujarat, which also met with the then Gujarat Chief Minister, Narendra Modi, and invited him to visit Pakistan. Mr. Modi alluded to the potential of energy cooperation between Gujarat and Sindh in 2012.

The Southern Gujarat Chambers of Commerce and Industry, located in Surat, too has been pushing for trade ties with Pakistan. In fact, in November 2013, the Chamber signed an MoU with the Karachi Chambers of Commerce and Industry.

In Rajasthan, traders from the western part of the state have been battling for a long time for opening trade via the Munabao-Khokhrapar land border shared with Pakistan. This also includes local politicians of the Barmer region, especially Jaswant Singh, former BJP leader; and the current MP Harish Choudhary who has raised the issue in parliament. Jaswant Singh, in his capacity as a Minister in the NDA Government, had played a pivotal role in reviving the train service between Munabao-Khokhrapar; and in the 2014 Lok Sabha election had spoken in favor of opening this border for trade with Pakistan.

However, there has not been much pressure from the Rajasthan state government to open this route; even though in September 2012 the Ministry of Commerce had spoken about the possibility of opening the Munabao-Khokhrapar land route for trade, as well as beginning a goods train. If one were to examine some of the goods which can be traded between Rajasthan and Sindh, Rajasthan could export henna, limestone, stainless steel utensils, food stuffs – including bhujia and papad, handicrafts and carpets; and Pakistani goods which are in demand in Rajasthan, such as textiles, dry fruits and leather could be imported.

In addition to trade in the above commodities, the opening up of this route is important for two other reasons:

1. The Rajasthan-Sindh land route is important since businessmen from a number of neighboring states, especially Madhya Pradesh and Gujarat, can benefit from the proximity to border, and will not need to travel all the way to Wagah-Attari or use the relatively expensive sea route via Gujarat (Kandla) to conduct trade with Pakistan.

2. There is a possibility of petroleum trade via the Munabao-Khokhrapar land crossing since a number of oil blocks have been discovered, and an Oil Refinery was inaugurated in Rajasthan last year. HPCL has the largest share in the Barmer Oil Refinery.

Common Problems, Varying Attitudes

There are a number of logistics problems, which impact all states. However, the most specific one affecting both India and Pakistan is the stringent visa regime. Businessmen from all three states of Punjab, Gujarat and Rajasthan complain about the outdated visa regime, and it's most impractical feature of granting city-specific visas.

In the case of Punjab, the visa regime hampers not just business meetings, but makes the organization of Expos extremely tough. In Gujarat, a delegation from Pakistan which had come to attend the Vibrant Gujarat Investors Summit in 2013 had to return because it did not have a visa for Gandhinagar. While there have been talks of liberalizing the visa regime, it continues to remain the major hurdle in enhancing business ties between India and Pakistan. A pragmatic way towards liberalizing the regime, according to Members from Chambers of Commerce, is to allow the Chambers to make recommendations for the Indian/Pakistani Visas granted to businessmen.

Moreover, in all states there is an ambiguity with regard to the actual participation of state governments in economic diplomacy with neighboring countries, including Pakistan. This is especially evident in Rajasthan and Gujarat. But what is peculiar here is that the latter has been very pro-active in reaching out to traders in numerous countries in Europe and Asia, if not Pakistan.

Differences

In Punjab, a consensus for close trade relations with Pakistan is quite evident. The same can not be said of Rajasthan and Gujarat. In both states, neither the opposition nor the ruling dispensation have been vocal in pushing for closer trade linkages with Pakistan. It would be pertinent to point out that PSIEC (Punjab Small Industries and Export Corporation), the nodal agency of the state for investment promotion, has played a positive role in promoting economic exchanges between the business communities of the Indian and Pakistani Punjab. PSIEC provides important logistics support for Indo-Pak Expos. This includes, but is not restricted to, the venue of these expos as well as security. The same cannot be said about Gujarat, where the Gujarat Investment Promotion Board (GIPB) has not made any tangible attempts to promote exchanges between the business communities of Gujarat and Sindh.

As is often argued, it would be unfair to attribute this difference in approach purely to political factors. In fact, the main reason cited for trade to not become an important political issue is that neither Rajasthan nor Gujarat is trading with Pakistan via a land border at present. Once trade commences via the suggested land routes, businessmen from both states believe that the appetite for closer commercial and trade ties will automatically increase.

Additionally, while in the context of Punjab, all Chambers of Commerce - including the Zonal Offices of CII - have been actively involved in pushing for trade; the same cannot be said for states like Gujarat and Rajasthan where only the local Chambers of Commerce close to the border regions, such as the Gandhidham Chamber of Commerce, have been pushing for opening up of more land routes for trade with Pakistan. The Gujarat Chambers of Commerce and CII Ahmedabad, have not raised any such issues. In Rajasthan, the Rajasthan Chambers of Commerce in Jaipur, having links with many other countries, has not made any serious efforts to promote closer linkages with Chambers in Pakistan; and neither have these Chambers lobbied hard with the Rajasthan Government to open the Munabao-Khokhrapar land crossing for trade. Interestingly, Sindh province has urged Pakistan's Central Government to explore the possibility of trade via this route at the earliest. In January 2014, the Sindh Government urged Pakistan's Minister for Planning and Development, Ahsan Iqbal, during the course of a provincial consultative workshop 'Pakistan Vision 2025', to seriously examine their demand.

Conclusion

The appetite for trade with Pakistan may not be identical in the three Indian border-states of Punjab, Rajasthan and Gujarat. Yet, there are certain issues such as the stringent visa regime which is flagged by businessmen and Chambers of Commerce of all aforementioned border-states.

In an increasingly federal structure, where states assert themselves on a wide array of issues, including foreign policy related matters, it is important for the border-states to collaborate, and learn from each other. While governments of border-states can join hands and systematically raise issues which are relevant to bilateral trade, the local Chambers of Commerce of the three states too can learn from each other's experiences in collaborating with the Chambers from across the border. Chambers from Indian Punjab have taken the lead in organizing joint exhibitions with those from Pakistani Punjab, and other border states should try to follow suit.

Closer engagement between the three border-states, which at present seems a far cry, may enable them to find a way to collaborate with each other, and raise issues pertaining to cross-border trade more strongly and effectively.

Tridivesh Singh Maini is associated with The Jindal School of International Affairs, Sonepat, Haryana.

Project Activities

Consultation on Automobile Trade between Automotive Component Manufacturers Association of India (ACMA) and Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM)

22 August 2014
Pearl Continental Hotel, Lahore

A meeting of key stakeholders in the auto sector of India and Pakistan was organized on 22 August 2014 at Lahore. The meeting brought together participants from Automotive Component Manufacturers Association of India (ACMA) and the Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM). The objective of the meeting was to exchange views on the potential of automobile trade between India and Pakistan; understand the apprehensions of the automotive parts manufacturers in Pakistan; and develop a common understanding of the way forward, including the scope for joint ventures. ACMA and PAAPAM signed a Memorandum of Understanding (MoU) for strengthening business ties, facilitating exchange of information and people to people contact, and trade and cooperation in the automotive sector between India and Pakistan.

The delegation from ACMA was headed by Mr. Harish Lakshman, *President ACMA and MD, Rane TRW Steering Systems Ltd.* He was accompanied by Mr. Vinnie Mehta, *Director General,* and Ms. Subhag Naqvi, *Deputy Executive Director from* ACMA. The PAAPAM side was led by Mr. Usman Aslam Malik, *Chairman PAAPAM and Chairman Kor Tech Auto Industries Pvt. Ltd,* and Mr. Suhail P. Ahmed, *Vice Chairman, House of Habib and Founder Chairman, PAAPAM.* The ICRIER team was led by Dr. Nisha Taneja, *Professor and Leader of the ICRIER Project*, and a well known expert on India-Pakistan trade.

Stakeholders' Consultation on Enhancing India-Pakistan Trade: Prospects of Opening the Hussainiwala Trade Route

5 September 2014
Ferozepur, Punjab (India)

A meeting of stakeholders involved in India-Pakistan Trade was organized on 5 September 2014 at Ferozepur, Punjab in India. Given the importance of alternative trade routes for increasing bilateral trade; the idea behind this consultation was to bridge the information gap between traders and policy makers and to examine the feasibility of opening up the Hussainiwala - Ganda Singh Wala land border for enhancing trade between India and Pakistan.

A major railway line connecting India and Pakistan was laid between Peshawar and Bombay, but this service was discontinued once the Hussainiwala border was closed after the India-Pakistan War of 1971. Hussainiwala border is the nearest border in the Ferozepur district, being just about 10 km away from Pakistan. However, most traders in Ferozepur use either the Wagah -Attari land border or the Mumbai – Karachi sea route to trade with Pakistan, thereby bearing high transportation costs. It is a matter of constructing a connecting bridge across the Sutlej River to reconnect the railway link between Hussainiwala and Ganda Singh Wala for trade and transport. An ICP at Hussainiwala would help decongest the ICP at Attari which is currently handling trade beyond its capacity.

The panellists included Dr. Nisha Taneja, *Professor, ICRIER;* Mr. N C Goyal, *Divisional Railway Manager, Northern Railway;* Mr. Gurnaib Singh Brar, *former MLA;* Mr. Satpal Bajaj, *Senior Vice President, Ferozepur Traders Association;* Mr. Ravi Kant Gupta, *Chairman, Devraj Group;* Mr. Anirudh Gupta, *Correspondent, CEO DCM Group of Schools;* Mr. Inder Singh Gogia, *President, NGOs Ferozepur Unit* and Mr. Afaq Hussain, *Director, BRIEF, Delhi.*

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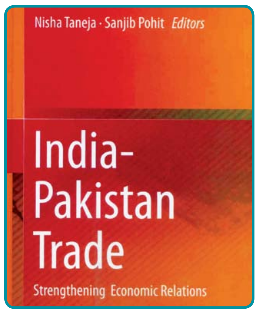
Edited by Nisha Taneja and Sanjib Pohit
Publisher: Springer



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October 2014
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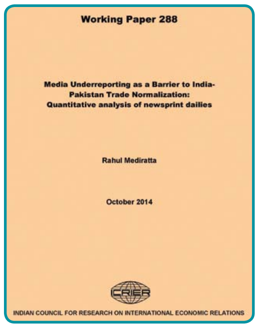
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Rahul Mediratta

October 2014

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Ramesh Chand and Raka Saxena
October 2014
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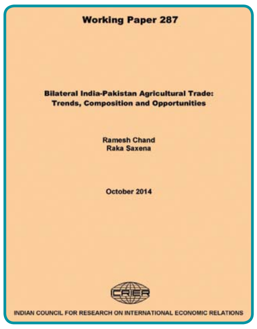
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Bilateral India-Pakistan Agricultural Trade: Trends, Composition and Opportunities

Ramesh Chand
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October 2014

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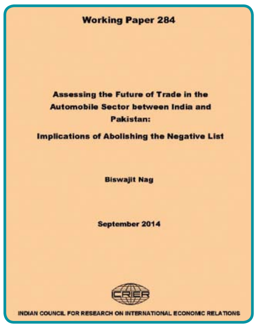
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September 2014

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Manoj Pant and Devyani Pande
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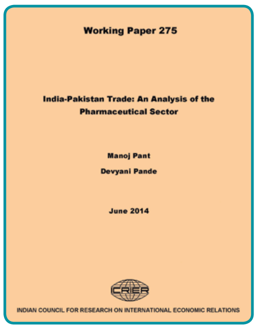
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India-Pakistan Trade: An Analysis of the Pharmaceutical Sector

Manoj Pant
Devyani Pande

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INDIAN COUNCIL FOR RESEARCH ON INTERNATIONAL ECONOMIC RELATIONS

The project web portal for India-Pakistan trade information is:

www.indiapakistantrade.org

The website provides regular updates on current policy developments, macroeconomic data and project's research activities.

Contact us:
Isha Dayal (idayal@icrier.res.in)
Indian Council for Research on International Economic Relations
Core 6A, 4th Floor, India Habitat Centre, Lodhi Road, New Delhi 110003
Tel: (91-11) 43112400 | Fax: (91-11) 24620180, 24618941
Website: www.icrier.org, www.indiapakistantrade.org