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互访架友谊桥梁 合作创商务通道

——印度东北部国际贸易联合会到我市考察

On

**Building up the friendship bridge by visits**

**Creating commerce exchanges by co-operations**

——the NEFIT paid a commerce research tour to Baoshan

Municipality of Yunnan, China

4月8-13日，印度东北部国际贸易联合会商务考察团首次应邀到我市考察和洽谈，并就双边友好合作和经贸往来做详细调研。On April 8-13, 2015, the NEFIT of India sent a commerce research group to Baoshan Municipality of Yunnan, China. Invited by the Foreign Affairs Office (FAO) of Baoshan Municipal government as well as the Baoshan Federation on International Trade Promotion (BSFITP), this research group made up of Mrinal Hatkhowa, General Secretary of NEFIT, and Anshuman Barua, Business Development Executive and cameraman of NEFIT, did extensive business research and visited some big enterprises of Baoshan, which was a friendly beginning of bi-lateral co-operations. The delegation's main objective was to visit Baoshan and prepare a detail report on the business opportunities for the entrepreneurs of North East India available in Baoshan and also prepare a status report on connectivity between Guwahati and Baoshan. At the same time the delegation meant also to prepare a list of commodities that can be imported and exported between Baoshan and Guwahati,, which made the tour more of an reconnaissance and study one.

这是继我市经贸代表团、商贸展洽团于去年12月和今年2月分别赴印度东北部中心城市古瓦哈蒂市进行友好访问和参加展览之

后，两地交往的又一件大事。该考察团由印度东北部国际贸易联合会秘书长米纳·哈特科瓦先生和贸易发展部经理安书曼·巴鲁尔先生组成。受联合会主席A. G. 阿伽瓦尔先生委托，本次访问保山目的是增进友谊、加深了解，调研两地商贸往来可行性。

The Baoshan Municipality which locates in western Yunnan border, has been trying to promote international commerce between northeast of India and western Yunnan since 2013 when it started communicating with the NEFIT. In December of 2014, the first economic delegation headed by Madame Zhangjing, the honorable chairperson of the CPPCC Baoshan Committee, was sent to have had talks to the Agricultural Ministry, the Ministry of Commerce and Industry of Assam State as well as the NEFIT, which was a great success. And in Feb. of 2015, another Trade and Exhibition delegation made up of 6 officials and 16 entrepreneurs of Baoshan visited Assam again and exhibited more than 400 categories of commodities at the 2<sup>nd</sup> Assam International Agro-Horticultural Show, which was a huge success and a milestone event for bi-lateral co-operations, according to reliable sources of India.

4月8日，市委李正阳书记在兰都饭店礼节性宴请代表团一行，双方进行了友好交谈和沟通。米纳先生向李正阳书记介绍了印度东北部国际贸易联合会基本情况、与我市交往情况以及此行目的，表达了今后与保山合作的决心和信心。On April 8, 2015, Mr. Li Zhengyang, the honorable party secretary of the CPC Baoshan Committee (top leader), gave a banquet to the delegation and both sides had friendly talks on business potentials and land connectivity between Baoshan and Assam. Mr. Mrinal expressed his sincere gratitude for hospitality offered by Mr. Li and talked about study objectives, and introduced the NEFIT to Mr. Li. And the honorable party secretary was immensely interested in Northeast of India, he said, " Firstly, please allow me to express my sincere gratitude that your good federation had given the two delegations of Baoshan very good reception and help. Secondly, it is my great pleasure to have this chance to say thank you and talk to you in person. The northeast of India and Baoshan are two remote places, lack of development. But we have great potential for development by doing international business jointly because we are the link of two most populous countries and two huge markets. By developing international trade and taking advantage of the good resources

yet to be developed, the two regions can be built into new centers.” And he wanted the delegation to remember him to Mr. A. G. Argawal, president of NEFIT and asked the NEFIT to help Baoshan build up friendly relations with Assam in many fields: suggest the Assam State Government and Ministries to visit Baoshan, suggest the Guwahati Municipal Corporation to visit Baoshan, help both sides establish sister city relations, direct flights between Guwahati and Baoshan, direct investment and co-operations from both sides, education and culture exchanges like teacher and students exchange programs etc. 李正阳书记表达了对印度东北部热情接待我市经贸代表团和商贸展洽团的谢意并指出：保山和阿萨姆同样处于本国边境地区，但是通过两地经贸合作，可以变“边远”为辐射中心，利用后发优势，发挥通道优势、发展外向型经济。同时，李正阳书记请印度东北部国际贸易联合会帮助推动古瓦哈蒂市和保山市友城缔结、通商通航、教育合作（互派教师和留学生等）、经贸往来等工作，并请米纳先生转达他对联合会主席 A. G. 阿伽瓦尔先生的问候。

9日，市政协张静主席会见并宴请代表团一行。张静主席对代表团的回访表示欢迎，并表示双方要再接再厉，加强沟通与合作，并尽快推动两地友城关系缔结以及实现双边贸易零突破。

On 9<sup>th</sup> of April, Madame Zhang Jing, the honorable chairperson of the CPPCC Baoshan Committee, gave a banquet to

the delegation. Since they had known each other very well, they are not so much restrained to each other and had a very nice and easy talk. And both sides even presented musical performances. Madame Zhang was impressed by the incredible Assam and she even enjoyed the food of Assam so much. She said she was missing the people and the delicious food and wanted to visit Assam again in near future. At the same time she also wanted to see business happen between two sides and welcomed the NEFIT to participate in the 2015 Flower Festival of Baoshan in this June and promised to take good care of the commercial people of Assam if they come to promote sales of Assam products.

Accompanied by officials of the Baoshan FAO and the BSFITP the delegation had a chance to visit the Baoshan Maohua Yiwu International Trade City, the Ligen Silk Co. Ltd, the Fenxiyue Tea Company, the Youhao Walnut Drink and Food Company, the Tengchong Medicine Company, the Gaoligongshan Organic Tea Co. Ltd. and so on, In the 5 days of brief visit in Baoshan. And the delegation also get to see the Trade and Industrial Park of Baoshan(with many manufacturing enterprises), the Western Yunnan Anti-Japanese Invaders Museum, the Jade Trading city and the Hoaqiao Port on the Sino-Myanmar Border.

在保考察 5 天的时间里，代表团考察了我市茂华义乌国际商贸城、利根丝绸、凤溪玉叶、优昊、腾药和高黎贡山生态茶等企业，参观了市工贸园区、滇西抗战博物馆、腾越翡翠城和猴桥口岸等处。在猴桥口岸，市贸促会领导向代表团介绍了猴桥口岸的基本情况、所处位置、人员组成、货物进出口、税收及腾密公路修建与维护、边境旅游等方面的情况。Standing on preserved former Stilwell Road connecting India and China through Myanmar, and over-viewing the newly built blacktop road leading to Mitkyarna of Kachin State on the bordering mountain, Mr. Lin Anquan, chairman of BSFITP was overwhelmed and found it hard to talk. He managed to give a brief introduction to the Hoaqiao Port on the Sino-Myanmar Border, which is in superb condition and is a port with second largest import and export volume every year in Yunnan, and this is what he said: we are close indeed, only more than 500 kilometers away. During WWII, we were so much in contact and helped each other so much. What we can expect is the success of international trade we can only achieve.

米纳先生认为此次到保山考察收获很大，看到了社会经济取得巨大发展成绩的保山新面貌，特别是通过到猴桥口岸考察，看到口岸规划合理、建设良好，是一个成功的口岸，这表明我国对缅甸克钦邦乃至印度阿萨姆邦国际贸易的重视。他说：“保山目前经济高速增长，对外贸易快速发展，且与克钦邦接壤、与印度班哨口岸运距短，双边贸易发展有了良好基础。如果保山与克钦邦政府能共同推进密支那—班哨的道路建设，印度东北部国际贸易联合会愿意向阿萨姆邦总理做好汇报，推动印度国家层面恢复印缅边境班哨口岸的功能运转或提升口岸功能对等，便于推动双边经贸往来。”Mr. Mrinal believed that this trip has been a great success, and a window had been opened between two peoples. Mr. Anshuman said, “There was so much misinformation. Unless we come to see, we could not imagine what Baoshan is like and what China looks like.....”

4月10日和12日，代表团与我市贸促会共举行两次会谈，在相互充分了解和互信的基础上，双方于4月12日下午共同签署了《双边合作谅解备忘录》，达成协议共同推动双边通道建设和经贸往来，

On 10<sup>th</sup> and 12<sup>th</sup>, the NEFIT and the BSFITP had two meetings on future co-operations and signed a MOU upon bilateral recognition. To initiate, both sides agreed to do the following three projects together in 2015:



- 1) the **NEFIT** and **BSFITP** will jointly study and identify potential commodity items that can be traded between Guwahati and Baoshan, and jointly take initiative to organise buyer – seller meets, and participate in trade-fairs & exhibitions in both the cities. As a first major initiative both the organisation agree to do two related projects in 2015,
- a)NEFIT helps organise a trade and exhibition group made of Indian merchants (mainly from Guwahati) to participate in the Flower Festival of Baoshan in this June and
- b)BSFITP helps organise a trade and exhibition group made of Chinese merchants (mainly from Baosan) to participate in Indo-China friendship exhibition the month of November 2015.

c)**NEFIT** and **BSFITP** will create awareness about the age old land route connectivity between the two cities through ‘Southern Silk Road’ which in the modern age is known as the ‘Stilwell Road’ and will make all effort to promote overland connectivity between the two cities. As a first step we propose to organise a “China-India-Myanmar Friendship Car Rally (non-competitive)” from Baoshan to Guwahati and vice-versa through the old Stilwell Road. Since NEFIT has already organised this kind of promotion program, and has good connections with the related organisations of Myanmar, both agree that the NEFIT will be responsible for the route research work and getting permits and conveniences. The NEFIT will shoulder the responsibility of organising car teams of India and Myanmar while the BSFITP will shoulder the responsibility of organising car teams of China. Both sides will be working together to resolve problems especially related to finance.

If the three projects are to be carried out smoothly this year, immense success can be expected in the future through

bi-lateral co-operations.

初步计划在 2015 年下半年着力做好 3 件事：一是印度东北部国际贸易联合会组织会员企业于今年 6 月到保山参加端阳花市，展销特色商品；二是双方合作，共同举办“重走史迪威公路·中印缅友好汽车拉力赛”（非竞争性的宣传活动）。起始点分别为中国保山和印度古瓦哈蒂市。印度东北部国际贸易联合会负责考察并确定古瓦哈蒂至缅甸密支那线路，协调缅甸境内通行相关便利条件和事宜，并组织印、缅车队和宣传工作；保山市贸促会将具体负责组织中国车队和宣传工作。三是保山市贸促会组织本地企业参加 2015 年 11 月由印度东北部国际贸易联合会在古瓦哈蒂市主办的“保山-古瓦哈蒂友好商品展”。双方共同倡议今后要经常互访，相互交流，定期举办双边商品交易会，促进双边贸易的发展。

Contact person: **Mrinal Hatkhowa**, General Secretary, NEFIT

Email: [mrinalhatkhowa@gmail.com](mailto:mrinalhatkhowa@gmail.com)

Phone: + 91 9854079997

Web: [www.nefitindia.com](http://www.nefitindia.com)

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报：李正阳书记，吴松市长，张静主席，杨雄华副市长，省外办。

送：省外办新闻处、邻国处，市委办，市政府办，市商务局，市旅游局，  
市委办信息综合室，市政府办信息科，腾冲县外办，龙陵县文体广电  
旅游和外事局。

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