

To,

SH ASIT TRIPATHY

Chairman

AGRI & PRO FOOD PRDCTS EXP DEV AUTHORITY

AJAY SAHAI

Director General & CEO

FIEO/MRD/3(7)/2011

January 11,2012

Dear Members,

**Advisory for Indian Small and Medium Enterprises doing/interested in Doing Business
with Chinese Companies**

As you are aware, China is one of India's largest trading partner and have excellent business opportunities for further increasing trade. However, it has been noticed that trade disputes between Indian and Chinese companies are increasing and care must be exercised by the Indian exporters in dealing with the Chinese companies. In this connection, the Embassy of India has issued a **Trade Advisory**, for the benefit of Indian businessmen. They have advised the Indian companies to follow the **DOs and DON'Ts** in Doing Business with the Chinese companies. Besides, the names of Chinese companies involved in trade disputes with Indian companies in 2011 (Jan-June) has also been identified by the Embassy.

For the benefit of the exporters, we are enclosing a link ([click here to download](#)) giving details of the Trade Advisory, with an advice to follow these tips to avoid any trade dispute in future.

With regards,

Yours sincerely

Ajay Sahai