

**Submission to the Economics and Industry Standing Committee
Inquiry into Western Australia's Economic Relationship with India
Legislative Assembly, Parliament of Western Australia**

Prepared by Jay Vora, Director of JV Solar Solutions Pty Ltd. T/A Aviva Energy Solutions,

**Dear Ms. J.J. Shaw MLA
Chair**

Economics and Industry Standing Committee
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We thank to the Committee for offering this valuable opportunity to express our views and present our views and plans in developing economic relationship with India, based on our experience and efforts done so far.

We, at Aviva Energy Solutions, are engaged in serving the energy sector by supplying economical and eco-friendly energy sources to the people of Western Australia.

We are of the opinion that whether it is in Australia or India, the people of any country are selective to the price and quality while purchasing their needs from anywhere. We have a live example of China market who are successful in dumping their products in maximum countries on the basis of their low cost. However, we are of the opinion that the people are preferring better quality with little higher cost. We have experienced it during our sales activities in WA.

Out of the four points elaborated by the Committee, we wish to discuss on following sectors:

Minerals and energy

Agro products like food, cattle food, agricultural machinery etc.

Forest Products

Our views on **Minerals and energy** :

There are growing opportunities for WA to export both energy and minerals products to India, as well as WA's resources sector services and technical expertise.

We see a huge possibility of providing WA's technical services and expertise in exploring and establishing gold mine in India. Recently, there are news in media from Indian govt. authorities that approx.3000 MT storage of gold in Uttar Pradesh (UP) State on India. Hence, we find a big opportunity for Western Australia to offer our technical expertise and personnel to India.

While for Energy sector, we can have India's best products which are produced by private manufacturer as well as Indian Government manufacturing organisations which may cater our requirements of alternate water resources, water management. There are such products which may solve most of difficulties of farmers/home owners in water resource and management individually.

We have been in search of any useful products in farming / water resources / organic fertilizers and possibility of exporting wheat and other farm products from WA to India.

With our continuous efforts by contacting personally to private and government organisations and follow up for entering into contracts for trade, on terms agreed by both parties.

We are rigorously working on having technical and strategical alliance with some of the most advanced organization from India to provide solutions to WA farmers and energy sector. We are also seeking support from WA government in order to enable us in this mission.

We are currently dealing into following products to solve WA market energy related challenges:

- Water producing machine from air
- Water purification system for bore water
- Water purification system for sea water/ sewage water
- Solar operated pumps
- Automatic water level controllers for water tanks
- Automatic water pump operation system
- Discussions with Indian traders for export of Wheat from WA
- Exploring business possibility in mineral exports

We are doing our best to develop business with India and also export products of WA to India.

India's market is very large in size because of the population and subsequent increase in their demands.

Agro products like food, milk products, agricultural machinery etc.

It has been observed that many farmers are facing difficulties in getting appropriate yield besides using machinery, fertilisers and efforts in each season.

During my business tenure, I have travelled almost all places/villages of Western Australia, visited the farmers/Councils and have discussed at length about their problems. It has been observed that there are problems faced for want of proper fertiliser, water sources and climate conditions in many parts of Western Australia. Water sources and climate conditions are natural forces. However, it is seen that in most of the places, the farmers are using inorganic fertilisers which leads to decreasing land soil's fertility day by day.

In India, farmers are turning from using synthetic fertilisers to natural organic fertilisers to overcome such problem. The organic fertilisers used by farmers in India are mostly prepared by farmers itself as per their requirements and there are also manufacturers to produce same in huge quantity. The organic natural fertilisers increase the yield and develops quality of the soil and fruits / vegetables etc. so that the farmers can get crops in all seasons.

The difference between Western Australia and Indian farmers is, in India most of farmers have limited quantity of land whereas in Western Australia, they have huge land measuring thousands of acreage. By switching to natural organic fertilisers, WA farmers will be benefited by producing and supplying healthy products to people.

There is a big opportunity we have in supplying Milk products like Butter/spreads, Cheeses and Milk to India. Recently it is declared in India that people will get imported milk for their daily needs.

In agriculture sector, Indian manufacturers have manufactured some technological equipment which cuts the time of farmers in operating pumps manually and also helps saving water waste which is most important for national economy.

Forest Products

We are of the opinion that we can export Honey produced by Western Australian farmers to India as the quality of our Honey is the best. In India, they use Honey in Ayurvedic medicine also which requires best quality of Honey for health care.

I hope above report will help in developing trade ideas between WA and India. We commit our organisation towards this direction and please feel free to contact us for any further unconditional support.

Best regards,

Jay Vora.
Director,
Aviva Energy Solutions.