

Inox's Jains extend olive branch to ADAG

Send Feelers To Anil's Camp For Meeting Over Fame Dispute

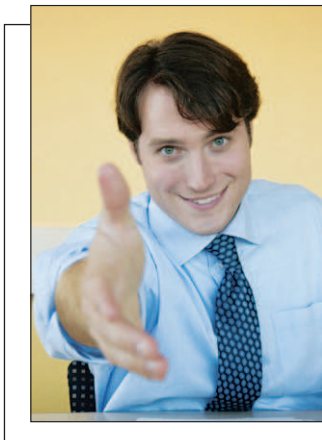
Kausik Datta
MUMBAI

THE Jains, promoters of Inox Leisure, which is locked in a takeover battle with Reliance Media Works (RMW) to acquire Fame India, have extended the olive branch to Anil Dhirubhai Ambani Group (ADAG), the owners of Reliance Media Works. But ADAG is yet to respond to the offer, and it is unclear at this stage whether the rival camps will sit across the table to sort out their differences.

A person close to the matter said the Jain family has sent feelers to the Anil Ambani camp, proposing a meeting to discuss the matter. The Jains and ADAG are in a bitter tussle to acquire Fame, a deal which would help the buyer establish supremacy in the multiplex business. It's learnt that a well-known Mumbai-based industrialist has been approached by the Jains to play peacemaker.

However, the ADAG group, which, in a letter to Sebi, has put a question mark on the transaction between the Jains and the Shroffs—the promoters of Fame who sold a large block of Fame shares to Inox—is keeping its cards close to its chest.

"It's too early to say anything... but a rapprochement formula could be the bidders jointly participating in the management of Fame," said the person on condition of anonymity. This is possible if Inox refrains from a bidding war and lets ADAG hike its holding in Fame. Inox has come out with an open offer at Rs 51, which was closely followed by ADAG's counter-offer at Rs 83.40 a share. Under the circum-



PEACE PROCESS

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stances, if Inox does not match the ADAG bid, RMW may end up with at least 26% stake in Fame, and thus will be eligible to control the company jointly with Inox. RMW currently holds 14% in Fame.

The spokespersons for ADAG and Inox declined to comment on a possible settlement.

Inox bought 43.2% equity in Fame, held by the Shroffs, for Rs 44 a share early last month and subsequently purchased another 7.2% for Rs 50.75 before launching the mandatory 20% open offer for the minority shareholders of Fame at Rs 51. Inox has so far spent Rs 79 crore for the acquisition, which has been funded by its promoters Gujarat Fluorochemicals, promoted by the low-profile Jain family from Delhi.

Soon after the offer, RMW claimed that the Shroffs had overlooked a superior offer from it. Within a few days, RMW launched a counter open offer

for 63% of Fame shares at Rs 83.40 a share. Both offers are awaiting Sebi's approval. RMW has also alleged that rival Inox made no open offer after it acquired 'veto' power on the promoter shareholding in Fame nearly two years ago, thus violating the Sebi takeover code. RMW has asked for annulment of the transaction.

According to an analyst tracking the entertainment industry, the tussle may go on for years and it makes sense to resolve the differences. "Otherwise, it may impact the performance of Fame," he said. Fame is important for both bidders. A successful acquisition of the firm will help Inox emerge as India's second-largest multiplex operator, overtaking PVR. Inox, the third-largest operator with 109 screens, will be within a striking distance of the market leader RMW once it takes over Fame's 95 screens. At present, RMW owns 246 screens while PVR has 108.

M Rajsekhar & Rohini Singh
NEW DELHI

THE plan by London-based Vedanta Resources to mine bauxite in Orissa—a key part of a giant aluminium complex which the company is building in the mineral-rich eastern state—could be jeopardised if the environment ministry accepts the findings of a report by a government-appointed committee.

Environment minister Jairam Ramesh says the report will be sent to the ministry of tribal affairs for its inputs. Mr Ramesh says he is neither for nor against the project sought to be implemented by Vedanta, owned by tycoon Anil Agarwal, and would be guided entirely by the report and the facts on the ground.

But officials at the ministry of environment & forests (MoEF) told ET that the government is deeply concerned about some of its findings, which has among other things pointed out that Vedanta's mining activities in Niyamgiri in Orissa would have an adverse impact on the local Dongria Kondh tribe, which is classified as a primitive tribal group. The government, or at least the environment ministry, appears unconvinced by a strong letter of support sent to it by the Orissa government last Thursday supporting the project and asking for a final clearance.

Any final licence to mine—if there is to be one—will now hinge on three factors. One is Vedanta's response to a showcase notice issued to it by the environment ministry asking it to respond to allegations that it had started work on the mining project without receiving all clearances.

Scrap double tax structure on foreign carriers: Telecom panel

Joji Thomas Philip
NEW DELHI

A DEPARTMENT of telecom committee has recommended that the communications ministry should scrap the double taxation structure on foreign carriers operating in India such as AT&T, BT, Verizon, Orange and Cable & Wireless among others

At present, these foreign carriers, which carry national and international long distance voice and data (NLD & ILD) largely use infrastructure of existing operators Bharti, BSNL and Reliance Communications as they don't have comprehensive pan-India network. Under current rules, they pay licence fee twice to the government—when they buy bandwidth from existing operators and when they resell it to customers. Doing away with this double taxation

CALL-WAITING

Doing away with double taxation regime will enable foreign operators to compete with established players in the domestic market. Besides, it will also help them offer competitive rates to global clients

regime will enable foreign operators to compete with established players such as Bharti in the domestic market. Besides, it will also help them offer competitive rates to global clients who have branches or offices in India.

Last year, the DoT had deferred implementing this proposal and had asked an internal committee headed by the department's additional sec-

retary to study the issue again. One of the primary reasons that led to this DoT move was repeated representations from the Association of Competitive Telecom Operators (ACTO), the industry body representing foreign carriers in India, asking the government for corrective action on double taxation.

The DoT committee in its report said that dual levy was against the general principles of law, especially at a time when the Centre is working on major tax reforms. It has also pointed out that foreign carriers cannot be subject to double levy since the Indian government was negotiating treaties with other countries to avoid double taxation. It also adds that the existing levy structure is against the principles of natural justice and should be corrected immediately. This committee's report will be implemented only after it has been approved by the telecom commission, the highest decision making body of the DoT.

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Telcos' licence fee till Jan at Rs 7,605.6 cr

PTI
NEW DELHI

THE telecom operators have paid Rs 7,605.61 crore in licence fees till January while they paid Rs 3,498 crore as spectrum charges for this fiscal, minister of state for communications and IT Gurudas Kamat told the Lok Sabha on Monday.

Telecom operators do not pay taxes to the Department of Telecommunications as no taxes are levied by the DoT, he added. However, the rate of percentage of revenue is paid as levies by the operators. Telecom operators paid Rs 1,957.28 crore in 2006-07, Rs 2,884.17 crore in 2007-08 and Rs 3,248.57 crore in 2008-09 as spectrum charges. They paid Rs 7,016.59 crore in 2006-07, Rs 8,826.45 crore in 2007-08 and Rs 9,759.81 crore in 2008-09 as licence fee.

Mr Kamat said the government is funding Rs 182 crore through sports ministry and state-run telecom operator MTNL is further negotiating to receive Rs 30 crore from the home ministry and Rs 73 crore from the Organising Committee of Commonwealth Games 2010. These funds would be utilised for providing communications facilities and services. It will set up a Games Data Network for running applications like ticketing, Internet and entertainment, hospitality etc, security data network for security agencies like the Delhi Police, and Broadcast Video Network.

Indian telcos set to change global mobile apps model

Joji Thomas Philip
NEW DELHI

INDIAN telcom operators may well change the existing global model for mobile applications where the market is dominated by handset makers led by Apple. The success of service providers here, especially Bharti Airtel, which registered 2.5 million downloads of mobile apps, within 30 days of the launch of its app store, is perhaps the first indicator that operators and not handset makers will drive this space in emerging markets.

"We've seen 2.5 million downloads in a month and I don't think there is a parallel to this anywhere else in the world," said Atul Bindal, president (mobile services), Bharti Airtel.

He also added that the Indian market for mobile apps was different from the West in three key areas: First, in the West, this segment was device-led, while in India, it is singularly led by operators. "Telcos enjoy the proximity to the customers and can offer apps based on the requirements," Mr Bindal added. Second, globally, the growth of apps is led by large cities, but in India, the highest downloads are states such as Gujarat and Rajasthan, he said. "Third, while apps are primarily downloaded by smartphone users globally, here we find that a majority of the customers use a basic handset," he added.

Mobile apps have been a rave globally ever since Apple launched its App Store in 2008. Earlier this

year, Apple said that its apps have seen over 3 billion downloads. Apple's success forced other handset makers such as Nokia, RIM (makers of BlackBerry) amongst others to tap this space. Apple's success in creating a billion dollars annually from applications developed by third parties has seen telecom operators around the world join the bandwagon attempting to get a share of the pie as analysts predict that revenues from app stores will grow from \$4.2 billion in 2009 to \$29.5 billion in 2013.

Despite a quiet launch of its app store in India in February-end, Vodafone executives say the company's apps have seen huge number of downloads.

Interestingly, both Vodafone and Bharti Airtel have similar results in the Indian market. Both telcos said that social networking, gaming and entertainment were the top three categories with regard to downloads.

While Bharti launched with about 1,200 apps and extended the list to about 1,500, Vodafone has seen its number of apps on offer for its customers here go up from 400 to about 1,000 within two weeks of the launch. About 20% of Vodafone's apps can be downloaded for free while the corresponding figure for Airtel is 25%. Bharti executives also point out that its top five apps were all subscription based while adding that the telco was beating the global trends with regard to paid vis-a-vis free apps download.

"We have seen a very strong response to our mobile applications store and our customers are enjoying the various games, applications etc on it. I am also enthused about this, as it will encourage development of applications by Indian software experts," said Vodafone Essar chief marketing officer Kumar Ramanathan.

Bharti executives also add that as per their internal data, there has been one app download every second in the last 30 days.

They also add that the downloads pattern indicate that subscribers were essentially using applications to convert their feature handsets into smartphones. With Airtel's app store set to go live within the next couple of weeks, the domestic potential for these products and services are set to open up huge revenue opportunities for the country's large developer community, which until now was making applications primarily for the western markets.



GROWTH DRIVERS

The success of service providers is the first indicator that operators and not handset makers will drive this space in emerging mkts

Sd/- (Mahesh Prasad)
Chief Engineer (S&P)

IHQ OF MOD (ARMY), DIRECTORATE GENERAL OF SUPPLIES AND TRANSPORT (PROJECT MISA)
ROOM 323, SENA BHAWAN, NEW DELHI-110011
TENDER NOTICE

1. Sealed tenders under Two Bid System are invited for the undermentioned project from relevant **ISO certified/CMM Level 3** or above Companies and who have executed similar projects in Defence/Govt. Tender document for the project can be obtained from the Directorate General of Supplies and Transport (Project MISA), Integrated Headquarter of MoD, New Delhi, till **1030 hrs. on 18th April 2010** on payment of **Rs. 500/-** as cost of tender fee (Non-refundable). The above charges are excluding postal charges. The demand draft for cost of tender fee shall be drawn in favour of **Directorate General of Supplies and Transport ASC General Fund**, payable at New Delhi.

2. Earnest money as per amount mentioned below will be deposited in a separate sealed envelope alongwith tender in the form of a Demand Draft/Banker's Cheque/FDR issued in the name of **"Directorate General of Supplies and Transport ASC General Fund"** payable at New Delhi. EMD should remain valid for a period of 45 days beyond the final bid validity period. Bid Securities of the unsuccessful bidders will be returned to them within 30 days after the award of the contract. EMD will be forfeited in case a bidder withdraws or alters its bid during the bid validity period.

3. Tender will be received at Directorate General of Supplies & Transport, New Delhi, by Registered Post/dropped in the tender box at the Office of the Director, Supply and Transport, Management Information System of Army Service Corps (MISA) on behalf of the DGST, Integrated Headquarter of MoD (Army) New Delhi, upto **1030 hrs. on 19th April 2010**. Any offer received after this may be rejected at the discretion of the DGST, Directorate General of Supplies & Transport, IHQ of MoD (Army), New Delhi.

4. Tender will be opened on **19th April 2010 at 1100 hrs.** at The Directorate General of Supplies and Transport (Project MISA), Integrated Headquarter of MoD (Army), New Delhi.

Tender No.	Description of Project	EMD
PC-59335/HW/ Pilot Project/ MISA/Q/ST1 (Sys)	Procurement of Hardware, networking components and COTS for implementation of Pilot Project for automation of Fuel, Oils & Lubricants (FOL) functionality at Pilot testing sites at Delhi, Ambala and Chandimandir. The scope includes installation, system and network integration with Pilot Project FOL, as also integration with application software developed by a separate vendor.	Rs. 8,00,000/- (Rupees Eight Lacs Only)

davp 10615/11/0028/0910

STEEL AUTHORITY OF INDIA LIMITED
DURGAPUR STEEL PLANT
Durgapur 713 203, (W. B.)

NOTICE INVITING TENDERS FOR HIGH SILICA SAND

Sealed tenders are invited in prescribed format for supply of 3600 tonne High Silica Sand (CCP Grade) to Durgapur Steel Plant.
Tender Notice No. DSP/PUR/HSS/OT/2010-11 Dtd. 16/03/2010
Commencement of Sale of Tender Documents : 17/03/2010
Closure of Sale of Tender Documents : 05/04/2010
Last Date & Time for Submission of Offers : 06/04/2010 , 12 Hrs. (IST)
Date & Time of opening of Tenders : 06/04/2010 , 15.30 Hrs. (IST)
Tender Documents can be purchased from SAIL/Durgapur Steel Plant (Kolkata Branch office, Delhi Branch office and Durgapur office). For more details and downloading of RFP, please visit our Website : www.saitenders.co.in
Executive Director (MM) Durgapur Steel Plant
Registered Office: Ispat Bhawan, Lodi Road, New Delhi 110 003
There's a little bit of SAIL in everybody's life

Bharat Sanchar Nigam Limited
Olo The CGMT M.P. Circle Bhopal

CANCELLATION OF TENDER

Tender Enquiry No. TP/11-177/OAN(FTTH)/11 Dated 10/02/2010 for Rate Contract for FTTH Customers provisioning by Extension of Drop Fibre on Trunkway Basis Including Supply and Installation of HDPE Micro Ducts is hereby cancelled.
For details please visit following websites:
1. www.mp.bsnl.co.in
2. www.tenders.gov.in
Asstt General Manager (NPD-I)-CFA

EAST CENTRAL RAILWAY

Tender for Dismantling of newly constructed bridge and its rebuilding

OPEN TENDER NOTICE NO. :- 12 of 2009-10 (Open) of Dy CE/Con/IDBG.

1. Sealed Open tenders are invited for the under mentioned work :-

S.N. :- 1, Tender No. :- 23 of 2009-10 (Open) Name of work :- Dismantling of newly constructed bridge No. 63 (4x2x6.0 M RCC Box) and its rebuilding by (4x2x6.0 M) at KM 215/9-10 between Gokhula-Marjadwa station on Risk & Cost basis in connection with gauge conversion of JYG-DBG-NKE section.

Approx Cost : Rs. 1,84,00,574.65 **Cost of tender form** : 5,000/-
Earnest money : Rs. 2,42,010/- **Time of completion** : 6 (Six) months
Date of dropping : 21.4.10 up to 12.00 Hrs. **Date of opening** : 23.4.10 at 12.30 hrs

1. Tender forms are available from the office of CAO/Con/EC Rly, Mahendraghat, Patna on production of demand draft from any nationalized/Scheduled bank in favour of FA & CAO/Con/EC Rly, Mahendraghat, Patna or money receipt issued by the Divisional Cashier Sonpur/Danapur Division for the cost of tender document mentioned above between 10.00 Hrs. to 16.00 Hrs. on any working day from 06.4.10 to 20.4.10. In case any tenderer wishes to obtain the tender document by post, Rs.500/- (Five hundred) extra should be sent by demand draft in favour of FA & CAO/EC Rly, Mahendraghat, Patna.
2. Tenders can be dropped in prescribed tender boxes placed in offices of the CAO/Con/EC Rly, Mahendraghat, Patna up to 12.00 hrs on the date of dropping i.e. 21.4.10 and tender will be opened at 12.30 Hrs on 23.4.10 in the office of the CAO/Con/EC Rly, Mahendraghat/Patna only in presence of representative of tenderers, present at the time of opening of the tender. If the office is closed on the stipulated date and time due to some unforeseen holiday, tender will be opened on the next working day at the same place & time. Tender can also be sent to chief Admn. Officer, EC Rly, Mahendraghat, Patna-4 by registered post/speed post/courier service to reach before 12.00 hrs. of the date of opening.
However, Rly. will not be responsible for non receipt or delayed receipt of such tenders.
3. Detailed tender notice, Eligibility criteria, terms and conditions are available at Govt. of India Website <http://www.tenders.gov.in> and Notice board of Construction Office at Mahendraghat, Patna and Dy. CE/Con/Darbhangha.
Dy. Chief Engineer/Con/I, E.C. Railway, Darbhanga
CON/415/72/20

"SERVING CUSTOMERS WITH A SMILE"

MILITARY ENGINEER SERVICES

Chief Engineer R&D Probyn Road, Delhi-54, on behalf of President of India, invites applications from eligible enlisted contractors of MES and enlisted/unenlisted contractors working with other Govt. Departments meeting eligibility criteria for selection of Contractors for issue of tender for undermentioned work:-

1. **Name of Work** **PROVISION OF SPLIT TYPE/WINDOW TYPE AIR CONDITIONERS AND ALLIED WORKS AT DIPR DELHI.**

2. **Estimated Cost of Work** **Rs. 31.00 Lakhs**

3. **Completion Period** **03 (Three) Months.**

4. **Amount of Earnest Money for Contractors not Enlisted with MES** **Rs. 46,500/- in the shape of Call Deposit Receipt from any Scheduled Bank. BGB not acceptable.**

5. **Cost of Tender** **Rs. 500/- in the shape of DD/Banker's Cheque from any Nationalised Bank in favour of GE (I) R&D Delhi.**

6. **Last Date of Receipt of Applications** **29 Mar 2010**

7. **Eligibility Criteria:-**
(i) **For MES Enlisted Contractors** **Class 'C', Category 'a'/'C'/'i'/'h'**
(ii) **For Other Contractors** (i) Meeting enlistment criteria of MES with regard to having satisfactorily completed requisite Value Works, Annual Turnover, Working Capital, Fixed Assets etc.
(ii) No recovery outstanding in Govt. Deptt.

8. **Date of Issue of Tender** **On or after 30 Mar 2010.**

9. **Date of Receipt of Tender** **30 Apr 2010.**

Notes:
1. The contractors enlisted in one class below the "Eligibility Criteria" given above may also apply. Accepting Officer may considered such applications in the event if inadequate response from eligible class contractors.
2. Applications not accompanied by requisite value DD/Banker's Cheque towards cost of tender shall not be considered for issue of tender.
3. Contractors not enlisted with MES will be required to enclose necessary documents to prove their eligibility as given above including Affidavit for no recovery outstanding.
4. In case of rejection of application for issue of tender, the applicant shall be refunded the cost of tender. **However, Contractor may appeal to next Higher Engineer Authority i.e. ADG (OF & DRDO) Secunderabad for rejection of his application for issue of tender, whose decision shall be final and binding and contractor shall not be entitled to any compensation whatsoever for non-issue of tender.**
5. **The above details are also available on MES website: www.mes.gov.in and Indian Trade Journal. Full Notice of Tender IAFW-2162 & Enlistment Criteria is available in all Offices of MES and also on MES website.**

davp 10102/11/2679/0910

JHARKHAND STATE ELECTRICITY BOARD
ENGINEERING BUILDING , DHURWA, RANCHI - 4, Fax No. 0651-2400151

SHORT TENDER NOTICE

Sealed tenders in duplicate are invited from reputed, experienced and financially sound manufacturers having adequate, manufacturing and testing facilities for **design, manufacture, testing & supply** of following materials:-

Sl. #	NIT #	Name of Materials	Approx Quantity (No.)	Minimum offered quantity by tenderer	Cost of tender document (Rs.)	Starting date for sale of BOQ	Late date & time of submission of tender	Due date & time of opening of part-I
1.	503/ JSEB/PR/ 09-10	Type tested, Three Star, 11 KV / .43 KV, 200 KVA, Al. Wd., CRGO Core Distribution Transformer	80 #	80 #	Rs. 1000=00	15.03.10	28.03.10 till 13:00 hrs.	28.03.10 at 15:30 hrs.
2.	504/ JSEB/PR/ 09-10	Type tested, Three Star, 11 KV / .43 KV, 100 KVA, Al. Wd., CRGO Core Distribution Transformer	600 #	150 #	Rs. 3000=00	15.03.10	28.03.10 till 13:00 hrs.	28.03.10 at 15:30 hrs.

3. For further details, terms & conditions, please visit our website www.jseb.in.
4. For any clarification, please contact at Telephone No. 0651-2400151

Sd/- (Mahesh Prasad)
Chief Engineer (S&P)

SAVE ENERGY FOR THE BENEFIT OF SELF & NATION