



**WORLD TRADE CENTER™**  
**NAVI MUMBAI**



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# Trade Investment Promotion Service

## TIPS News Bulletin

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Volume IV/Issue No.1

April-May 2019

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**“Bringing the World Together”**

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## WTC Navi Mumbai brings the World of Information on Trade & Investment....

### Important Global Trade and Indian Economy Developments

Important developments in international business environments from the viewpoint of India are identified and highlighted below. These will certainly have short as well as long term significance and impact for India's economy and business especially at the global level:

- **US-China Trade War:** - Most significant development in global trade happens to be the escalation of the US-China trade war. As everyone knows, since assuming power, US President Donald Trump has been adopting protectionist policies. And the important instrument for doing the same is the Import Tariff. US import tariffs have gone up substantially in substantial product ranges. Especially this has affected China and India as well. In case of China, the tariff has gone up by as much as 200%. China is also retaliating and is increasing duties on imports from USA. These developments have affected global trade as well as economies in a significant manner. In fact, stock exchanges in many countries were badly affected and India was no exception.

Perhaps, this is the most important development in International Trade so far this year. It seems that the trade war between two largest economies and trading partners of the world will continue for some more time. In this process, many countries of the world and their economies are bound to be affected negatively. In case of India, some experts feel that this will bring more opportunities for India, especially in the US markets. Similarly, it may lead to China looking more favourably towards Indian markets. It may be mentioned that the USA is also contemplating more import duties on Indian products and taking India to the WTO for unfair trade practices. All this will have strong repercussions for India and Indian economy.

- **Elections in India:** - General Elections have been held in India in a peaceful manner over quite a long period. The results will be announced very soon. It is a matter of satisfaction for India as a nation as well as a democracy to organise such elections successfully for last so many years. What is important now is the continuation of policies particularly economic policies as well as external affairs policies. Let us hope that the new government will continue with the existing policies which are aimed at India's takeoff at the Global level in terms of economy and international business.
- **Services Sector in India:** - Services Sector occupies an important position in the Indian Economy. Not only it accounts for over 50% share of the economy, but also it accounts for a very significant proportion of the employment. The sector possesses a great potential for earning foreign exchange. The sectors like information technology, tourism, financial, education, healthcare etc display a promising potential to earn more and more foreign exchange. India's services exports are estimated at USD 180 billion during 2018. Bulk of this is contributed by IT & ITes. Yet another important IT oriented services in terms of E-commerce can have a multiplier impact on India's exports. This is because not only it will promote E-commerce but at the same time it can effectively promote exports of merchandise and services of the country. It will be desirable to conduct a survey/study of E-commerce and its role in export development.
- **Logistics Sector:** - This sector is a critical sector for Indian Economy and has been undergoing changes because of introduction of GST few years back. It is necessary to understand these changes and WTC Navi Mumbai has undertaken an initiative to conduct a research based survey for the benefit of the stakeholders. For the benefit of readers, we have included an Article in this issue and given details of the survey.

## A) WTC Navi Mumbai Events

WTC Navi Mumbai has planned following Trade Promotion Events in the immediate future for the benefit of WTC Members as well as its Associates

All are invited for the said programme

1.

### WORKSHOP on

## “Total Management Framework”

(A Sure Way to Gain Competitive Advantage)

#### Background / Objectives:

The Total Management Framework is TOTAL as its name indicates. It gives a sense of logical clarity that we have always desired but never acquired. TMF identifies and describes 8 stratum and 69 elements of organisation dynamics, 32 elements of process and 16 aspects of management that are fundamental to the management function. TMF is the complete and comprehensive map of Modern Management Paradigm.

The program will give insight into how to achieve success in organisation management.

#### Guest Speaker

**Mr. Milind Kotwal**

**Founder, TMF Inc.**

**Date: 30<sup>th</sup> May, 2019**

**Time: 04:00 pm - 06:00 pm**

**Venue: IMC Navi Mumbai Committee Room, 6<sup>th</sup> Floor, Commodity Exchange Building,**

**Sector - 19A, Vashi, Navi Mumbai – 400 705.**

**Participation Free. RSVP Mandatory. Please Confirm by E-mail with:**

**Mr. Jayant Ghate: [jayant.ghate@wctnavimumbai.org](mailto:jayant.ghate@wctnavimumbai.org)**

**9820342535 / 86555 94141**

### 2. Cooperation Opportunities with Basque Region of Spain: -

This region has evolved special schemes for Indian manufacturers and exporters which will be offered in this seminar. Date and Time to be Announced Soon.

## B) WTCs around the World : Business Opportunities & Leads

### **WTCA New York – Completes its Golden Jubilee**



We are pleased the readers that the WTCA New York has completed 50 years of its Services for Promotion Trade & Investment. Without doubt its service activities have been successful in achieving its missions “Prosperity through Trade & Investment” and “We Grow Trade”. It’s a matter of pride that it has emerged as an economic powerhouse for Trade & Investment.

Set up in 1969, as a non-profit and non-political institution in USA with just 10 members or so, in about five countries, the WTCA movement has now spread to 92 countries and 330 WTC members. The WTCA also faced setback in 2001 when the WTC New York was attacked. But the WTC rose from that like Phoenix from Ashes.

Today, the WTCA reiterates its commitment to its missions and continues to serve the global economy, its trade and its investment in a best possible manner.

### **WTC Queretaro, Mexico**

#### **THE 50TH ANNIVERSARY OF THE WTCA GA AT QUERÉTARO**

The 50th edition of the General Assembly of the World Trade Centers Association was held with great success at the headquarters of Querétaro.

World Trade Center Querétaro had the great honour of receiving the GA from 7 to 10 April. First, several delegations were received in Mexico City and then moved to the city of Querétaro to share and create a unique atmosphere on Sunday at the welcome cocktail.

All our team is proud to have received the GA and that the work sessions were successful, on April 7 and 8, as well as having the opportunity to give them a tour of our spectacular and colonial city.

Then, everything was ready for our WTCA ITS SUMMIT 2019, in which we had the presence of Chairman and CEO of the WTCA John Drew and Scott Ferguson respectively, in addition, we had as special guests the Governor of the State of Querétaro, Francisco Domínguez Servién y the Secretary of Sustainable Development Marco Antonio del Prete.

The last 3 spoke about the commitment of what it means to be part of the WTC. During 3 days we had more than 500 people, more than 150 companies involved, we were the link between companies and government, conferences, networking, we generated visits to companies, we had tours for our guests and thanks to this, show our culture through our streets , customs and food.

### **WTC Las Vegas, USA**

#### **CES UNVEILED RETURNS TO EUROPE IN OCTOBER**

CES Unveiled, produced by the Consumer Technology Association™, licensee for the World Trade Center Las Vegas, returns to Europe in October 2019 to showcase the latest technology from the region. The world’s most influential media, executives and tech industry influencers will gather in Paris and Amsterdam to learn about the most recent trends in tech, network, make strategic connections and form partnerships.



Each event will begin with conference programming featuring CTA executives and industry leaders, followed by an Exhibition and Networking Reception, where attendees will experience the most innovative tech from the region's startups and tech powerhouses.

See how artificial intelligence is shaping our world when CES Unveiled returns to Paris, France for a seventh edition on October 22. More than 80 exhibitors will present the latest advancements in the field of artificial intelligence, including enterprise solutions, health & wellness, IoT infrastructure and smart cities.

CES Unveiled in Amsterdam, the Netherlands on October 24 will focus on technology improving our world and changing our lives. As a regional tech hub, the Netherlands will have its most innovative technologies on display, including artificial intelligence, AR/VR, enterprise solutions, health & wellness, resilience and smart cities.

Registration for CES Unveiled international events opens in June.

### **VEHICLE TECH TO DOMINATE AT CES ASIA 2019**

The Consumer Technology Association (CTA), licensee for the World Trade Center Las Vegas, announced that CES Asia 2019 vehicle technology show floor space will double in size and showcase technology advances which make cars safer and more connected. More than 60 global auto brands including Audi, Honda, Hyundai, Kia and Nissan will feature their latest innovations in vehicle technology across two major indoor exhibit halls, the event's largest-ever vehicle tech footprint. CES Asia attendees will experience the latest concept cars and connected vehicles from self-driving to all-electric, making transportation safer and greener. CES Asia will run June 11-13, 2019 at the Shanghai New International Expo Centre Center (SNIEC) in Shanghai, China.

"Today, every company is a tech company. Traditional automotive manufacturers are joining vehicle tech newcomers to exhibit at CES Asia, the perfect platform that brings together different industries to showcase their latest technologies in self-driving, clean energy and smart navigation features," said John T. Kelley, show director, CES Asia. "CES Asia uniquely challenges the traditional auto shows in targeting the world's largest auto market – China."

### **WTC Toronto, Canada**

#### **GOVERNMENT INVESTS \$6.7M IN WTC-T'S TAP PROGRAM**

TORONTO, ON, April 23, 2019 – Yesterday, the Honourable Mary Ng, federal Minister of Small Business and Export Promotion announced a \$6.7 million investment through FedDev Ontario and Innovation Science and Economic Development Canada for the Toronto Region Board of Trade to expand their Trade Accelerator Program (TAP) throughout Ontario. The funding will help educate and enable up to 1,000 additional small and medium-sized businesses to export to new markets over the next three years.

"Our global brand is strong once again and the world wants – and needs – more Canada. Today's investment in the Toronto Region Board of Trade's Trade Accelerator Program will help nearly 1,000 small and medium-sized businesses export to 1.5 billion customers made available through Canada's many trade agreements," said Minister Ng. "Our government, under the leadership of Prime Minister Justin Trudeau, is delivering on our commitment to help small and medium-sized businesses start up, scale up and access new markets."

## WTC Taipei, Taiwan



### **FOOD TAIPEI 5-IN-1 MEGA EXPO IN JUNE**

FOOD TAIPEI , A 5-in-1 Expo Featuring Food Taipei, Foodtech & Bio/Pharmatech, Taipei Pack, Taiwan Horeca, and Halal Taiwan

Taipei World Trade Center (TWTC) aims to strengthen exchange and cooperation between international food importers and Taiwan's food, food processing and packaging machinery, hospitality equipment, and halal industries. The exhibition create a comprehensive upstream, downstream, midstream, and peripheral supply chain. Showcasing the world's highest-quality, most refined, innovative, diverse, exciting, healthy, and safe food. Indeed, it is the primary procurement platform for the global Chinese and Asian food industry.

All of Taiwan's regional governments and public associations will actively participate in the exhibition, presenting quality foods from all over Taiwan, and making the expo the Asia food industry's preferred procurement platform. For the first time, the famous Taiwanese food factory I-Mei, Kinmen Kaoliang Liquor and Taiwan Tobacco & Liquor will join the Flagship Brand Pavilion to bring a refreshing experience for overseas buyers! The volume of international exhibitors has grown by more than 50%, and therefore we are anticipating a wonderful international multi-food culture. No doubt, the event is the best platform for international manufacturers seeking new trading partners.

### **Trade Lead for West Africa**

**(Given below is an extract from the E-mail received. Those interested should take appropriate precautions)**

Would you be interested to supply your Products / Services to our on-going and up-coming 5 -Star hospitality projects in West Africa?

Requirements are for the branded Hotel Chains: Marriott, Hilton, Starwood, Rotana, Swiss International, Swiss Belhotel, Evops Consultancy, Kempinski, Radisson Blu, Accor, Carlson Rezidor, Louvre Hotels Group and more.

Event Name: Hotel Development conclave / Dates: 04th & 05th July 2019/ Venue: Radisson Blu / Location: Lagos, Nigeria.

Event Segments : Face to Face meetings of your choice from the list, Projects Presentation, Networking Sessions, Exhibiting, Prior Notification (Project Details, Budgets, Time frame to source Contact Details etc..) ,Post Event Consultation for conversions.

If you're interested in this please reply back with your business email and mobile number for information handy.

Sharon Williams

Project Head

Yugen Business Consulting

Landline - UK +44 2034554273

## Significant Business Opportunities in Ethiopia

World Trade Center (WTC) Navi Mumbai in association with the Ethiopian Consulate, IMC Chamber of Commerce & Industry, Raigad Chamber of Commerce & Industry and the D Y Patil University School of Management conducted a Country Seminar entitled **“Doing Business with Ethiopia – A Gateway to Africa”** on April 11, 2019, at the WTC, Navi Mumbai. It was attended by nearly 100 participants drawn from different sectors including industry, business and shipping and education services.

His Excellency Mr. Demeke Atnafu Ambulo, Consul General of Ethiopia, made presentation on the investment and trade opportunities in Ethiopia with focus on priority sectors such as agro processing, textile and garment, Pharmaceuticals, foot wears and leather products. He extensively dwelt with favourable conducive market and economic factors, fiscal and non – fiscal incentive packages, especially in the newly established clustered industrial parks in Ethiopia. Highlighting the active participation of Indians in diverse investment sectors, especially more than 13 companies in textile and garment, he called upon participants to join their business colleagues by participating on priority sectors in the industrial parks. Elaborating Ethiopia as a gateway to Africa, Consul General cited the exemplary role of Ethiopia Airlines, offering convenient network connecting Africa and Indian via more than 110 international destinations, by bringing people and business of Africa together and also Africa with India.

Mr. Jayant Ghate, Advisor, WTC Navi Mumbai while welcoming the participants said about WTC Navi Mumbai and how it promotes Trade Education, Trade Services and conducting training programs and Seminars amongst its members and associates. He also added that India and Ethiopia have trade and investment relations since 6<sup>th</sup> Century and have similar economies in terms of growth.

Moreover, Mr. R.K. Jain, Chairman of IMC – Navi Mumbai Committee, Mr. Suresh Babu , Executive Director, Raigad Chamber of commerce and Industry, Mr. Bhaskar Dastidar, Associate, WTC Navi Mumbai and Prof. Dr. R. Gopal, Director, D Y Patil University School of Management, made presentations on the importance of doing business with Ethiopia and Africa. They urged the participants to take advantage of the immense opportunities existing in Ethiopia. Furthermore, they encouraged their members to join business delegation to Ethiopia, to be organized by WTC Navi Mumbai. Besides business ties, Prof. Dr. R. Gopal, D.Y Patil University, dealt with the education aspect of the relationship and expressed the readiness of his university for students and academic exchange program.

The event provided B2B meeting opportunities to all the attending participants with the Consul General and also amongst themselves. It was a great success. Few business opportunities in terms of Ethiopian Coffee and Indian Stationary Items like Ballpoint Pens were immediately discussed and realised as well and announced towards end of the Seminar.





## WTC Navi Mumbai EXIM Training at Alibaug

WTC Navi Mumbai in cooperation with its member-associate Soham Group organised a special training program on “**Export / Import Business**” at the tourism hub of Alibaug town in Raigad District. As many as 60 participants from the business and industrial community from the region attended and derived benefits. The program was significant since it was for the first time such an event took place in Alibaug and everyone appreciated it. Mr. Patil General Manager of the District Industries Centre expressed his appreciation for WTC Navi Mumbai for this initiative.

Mr. Jayant Ghate WTC Advisor welcomed the participants and explained how WTC can help them in international business development. He identified Ten Commandments/Steps of Export Success and the ways in which WTC can be useful in each and every step. Mr. Abhishek Bhattacharya WTC Associate made a fine presentation on the WTCA and Role of WTC Navi Mumbai and encouraged the participants to become WTC Members.

Mr. Ghate took a special session on “Important Trends in International Trade “. He traced growth of world trade, trade components, sectoral changes, major markets / products and so on. He mentioned that share of agriculture is declining and that of manufactures is rising over the years. There are new additions like Services and Fuels in the trade sphere. He also touched upon India’s trade /exports, growth, etc. and highlighted where India stands today. He gave several examples of India’s export products and markets mix and underlined importance thereof.

Mr. Rahul Mazumdar of EXIM Bank of India covered the Role of EXIM Bank in Export Development. He mentioned about how the bank is helping the exporters in marketing their products in newly emerging markets and explained the bank portal services and benefits given to the new exporters.

Mr. Mihir Shah an Expert on Global Trade covered the important topics of International Marketing, Export / Import Documentation, Trade process, Precautions to be taken by the new exporters and so on. His address was lively and humorous and appreciated by one and all. He gave several examples of export successes and gave insights into how these were achieved.

Mr. Bhaskar Dastidar of Global Expo compeered the program and asked the participants feedback and response. Two NGOs from Mumbai exhibited their products like handicrafts, food items and imitation jewellery etc. Ms. Manjusha Parab Chief of Soham Group proposed vote of thanks.

The program provided networking opportunities to the participants and B2B meetings with the faculty / experts. Soham Group and WTC Navi Mumbai were also requested to consider organising the Export Exhibition for the region towards end of 2019 for benefit of the industry and business.



## An Overview of the Indian Logistics Sector

The Indian economy is the world's 6<sup>th</sup> largest economy with a nominal GDP of USD 2.8 trillion. It is the fastest growing major economy in the world and has one of the highest market potentials globally. The backbone of the Indian economy is Logistics Sector, providing efficient and effective flow of goods services on which most of the other sectors depend. Logistics refer to the overall process of managing how resources are acquired, stored, and transported to their final destination. Logistics management involves identifying prospective distributors and suppliers and determining their effectiveness and accessibility. The logistics sector forms an integral component for any economy and is the driving force which helps the economy to perform efficiently and grow over the period of time.

The Indian logistics sector is on a big growth tide. According to economic survey conducted, the logistics industry of India is currently estimated to be around USD 160 billion with a compounded annual growth rate of approximately 7.8% over the past 5 years. With the implementation of GST and other economic reforms, the logistics sector is expected to grow at about 8-10% and reach about USD 215 billion over the next 2 years. The last couple of years have witnessed significant development for this industry which is reflected in the global rankings. According to the Global Ranking of the World Bank's 2016 Logistics Performance Index, India jumped to 35th rank in 2016 from 54th rank in 2014 in terms of overall logistics performance. This is a huge jump of 20 ranks and clearly indicates the growth of the sector.

There is a lot of investment that the industry is attracting and as a result of the transformations and changes led by these investments, the industry will stimulate job creation. The experts predict that it can be the largest job creator by 2022. The sector currently provides employment to more than 22 million people in the country. The report also emphasises that improving the sector would result in a 10 per cent decrease in indirect cost, in turn leading to a growth of 5-8 per cent in exports.

Indian logistics industry is a sunshine sector and there are multiple factors that are driving this sector towards growth. Few of the factors which is contributing towards this massive growth are the tremendous growth witnessed in the economy over the past few years which is leading an increasing demand in the market and implementation of GST and other economic reforms which contributes towards a boom in the sector. Other growth factors include improvement in logistics infrastructure, integrated logistics and birth of numerous logistics start-ups, especially tech led start-up are helping the logistics sector grow.

### Key Challenges Faced by Logistic Industry in India:

- The challenges faced by the industry today are the lack of integration in transport networks, information technology, and warehousing & distribution facilities.
- Rules and Regulations differ at different stages, are imposed by regional, national and local authorities.
- Trained manpower is necessary for both Third-party logistics sector as well as the manufacturing and retailing sectors, which is very weak at a practical level, i.e., IT, driving and warehouse as well as at a higher strategic level.
- Logistics sector requires high manpower and lack of training institutions cause effective outputs
- Poor management and facilities are the reason for heavy loss, damage and deterioration of stock, mainly in the perishables sector. Proper refrigerated storage and containers and maintenance is must

The Indian government has announced that it is working at the policy in order to set up new logistics plan in the country. The intention is to devise the most cost-effective method to transport goods by the year 2035. The policy aims at preparing an integrated logistics plan. The new logistics division within the department of WTC Navi Mumbai @ Raheja TESLA Industrial, Unit No. 24/25, Plot GEN- 2/1/C, MIDC TTC Juinagar, Navi Mumbai - 400705. Tel: 86555 94141 Email:info@wtcnavigimumbai.org

commerce is working on this plan to identify and remove any existing shortfalls in the industry. It will also encourage tech-enabled start-ups in the logistics sector as they will be able to provide seamless movement of goods across the country.

The future for the Indian logistics industry is going to shine even brighter. Logistics firms are changing from a traditional setup to the integration of IT, Artificial intelligence to their operations to reduce the costs incurred as well as to meet the service demands. The government of India is also taking significant steps to support the sector and boost its growth in the times to come. The government's focus going forward is to bring down the cost of logistics which is at 14.4 per cent of India's GDP at present. The aim is to bring it down to 10 per cent level in the next four years. This is a very significant move and will boost the competitiveness of the sector and will be significant for its further growth. Strategic investment and government initiatives to support the sector are going to be crucial for the logistics industry in India. The sector has the potential to create huge number of jobs for the countrymen and play a key role in driving the economy on a high wave.

**Article by: - Abhishek Bhattacharya, MBA Student, D Y Patil University School of Management.**

**Note:** - The World Trade Center Navi Mumbai and the Raigad Chamber of Commerce and Industry in cooperation with BizPro World have initiated a research survey to understand the **"Impact of GST on the Logistics Sector in India"**. WTC Members and Associates are requested to contribute to this survey by completing the Survey Form by clicking the link below:

<https://archanadeshmukh633215.typeform.com/to/ZJR1c5>

We look forward to receiving your Cooperation....

## WTC Navi Mumbai Important Membership Benefit

- WTC Navi Mumbai is pleased to announce an additional membership advantage that will provide special facilities offered by Raheja Universal Group as part of its Raheja Care initiative.
- Besides providing the International Networking/ Access benefits to the WTC members, complimentary membership of Raheja Care will provide access to wide range of domestic advantages such as Lifestyle, Institutional Alliances as well as Special Alliances.
- Raheja Group has taken this important initiative leveraging its strength in core business and to provide these special benefits to its associates.
- New organisations/companies interested in WTC membership are requested to send the completed membership application form along with payment. The form is attached at the end of this bulletin.

### Membership Advantages / Benefits:

- **Global Recognition**

- WTCA and WTC network is a Global Brand known for Best Quality Practices. Your Membership brings you Global Recognition to start with.
- 330 WTCs operating in 92 countries provide Reciprocal Membership Services such as: Office Space, Business Centre, Exhibition / Meeting Rooms , B2B Opportunities, Seminars / Workshops, WTC Club, Hotel Discounts etc.
- WTCA / WTC Card to the Member for Access to these Services.
- There are 750000 Business and other organisations and 15000 Experts associated with WTCs Network. You can count on this for any of your International Business Needs.

- **National & Local Benefits**

- WTC Navi Mumbai offers significant benefits in terms of Access to the Global WTCs Network
- Knowledge Services include : Trade Information , Education , Trade Mission
- International Trade Library & Databases for Reference
- Participation in Seminars & Training Programs , Mentor Events
- B2B Meetings with Incoming Trade Delegations
- Referrals to Overseas Embassies / Consulates in India for Visa purpose
- Facilities : Temporary Offices & Meeting Rooms
- Value-added Market / Export Surveys, Industry Studies , Research (@ cost)

- **Special Offer**

- Complimentary Membership of Raheja Care which provides a world of exclusive privileges & benefits and discounts on Lifestyles, Home Alliances & Institutional Alliances

## MEMBERSHIP APPLICATION FORM

1. Name of the Company  
(In Block Letters) : \_\_\_\_\_
2. GST No : \_\_\_\_\_
3. Year Of Establishment : \_\_\_\_\_
4. Office Address : \_\_\_\_\_  
\_\_\_\_\_
- Telephone No/Fax No : \_\_\_\_\_
- Email : \_\_\_\_\_
- Company Website : \_\_\_\_\_
5. Representative Name : \_\_\_\_\_  
Mobile Number : \_\_\_\_\_  
E Mail : \_\_\_\_\_
6. Company Profile (Attach Brochure) & Business Interests ( Pls Specify): Export ,Import, Countries & Products, Investment, Technology etc  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
7. Annual Fees : **Rs. 2,950/- All Inclusive Payable by Cheque / DD in Favour of "Raheja Universal Pvt Ltd."**

**Authorised Signature & Company Seal**