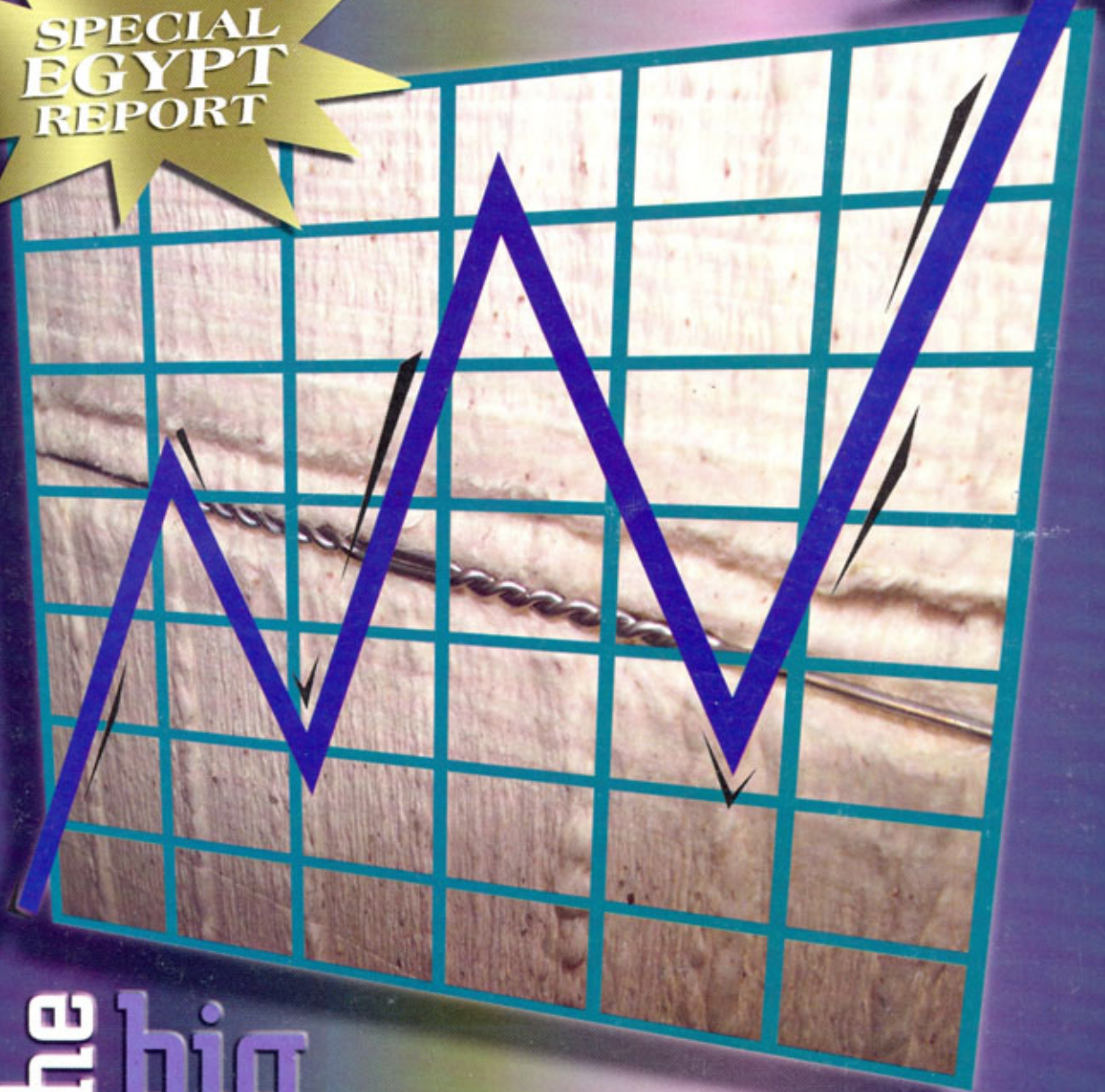


cotton

INTERNATIONAL 2001

SPECIAL
EGYPT
REPORT



the big
cotton
turnaround

India Company Profiles

GILL AND CO.: 114 YEARS OF SUPERIOR SERVICE

Operating under the motto of "Service Through Generations," Gill and Co. Ltd., is a cotton merchant and brokerage firm based in Mumbai, India, with nine offices in other parts of the country.

The import/export company, established almost 115 years ago, specializes in handling all varieties of cotton, as well as staple fibre, synthetic yarn, textiles, food grains, edible oils, sugar, metals, pulses, lentils, cocoa products and jute, to name a few.

The company was founded in 1886 by H. Gill, a British national, in partnership with several other British nationals and Khengar Thobhan and Meghji Thobhan, senior members of the Meghji Thobhan family of India.

In 1947, the partnership incorporated, with four British directors and one Indian director. Today, its board of directors is comprised of Kantilal V. Shah, who serves as managing director, and Prasankumar Shah and Jayant B. Shah. The firm also operates branches in New Delhi, Ahmedabad, Adoni, Amravati, Bhatinda, Calcutta, Coimbatore, Jalna and Ujjain.

Gill and Co. built its business as broker and agent for the purchase and sale of cotton in India's domestic market, and also played a leading role in the import and export of overseas cotton. Gill was responsible for introducing the United States, Sudan, East African and Aden varieties to the Indian market.

Until 1970, Gill and Co. was a leading importer of cotton and represented several government exporting agencies and world-renowned trading houses. From 1970 on, the import of cotton was canalised with the formation of the Cotton Corporation of India Ltd. Gill was successful in negotiating substantial business on behalf of its principals.



Partners of Gill & Company, 1895. Sitting, left to right, Mr. Pristley; Khengar Thobhan; H. Gill; Meghi Thobhan; Mr. Ainsworth. Standing, left to right, B. C. Reed; Shantaram Diwadkar; Sir Shantidas Askuram; and Mr. Ansley.

Over the years, Gill and Co. has enjoyed the support and patronage of leading members of the Indian textile industry.

Gill and Co. served as house broker, muccadam and agent for a number of enterprises, and has been privileged to represent a number of government agencies, cooperatives, and multinational enterprises regarding cotton and other agricultural commodities.

Today, Gill and Co. still is managed by members of the Meghji Thobhan family, as successive generations and branches of the family continue to make notable contributions to the firm's continued stability and progress.

CHUNILAL PRANJIVANDAS & CO.: A FAMILY TRADITION

On Nov. 12 — the Hindu New Year — of 1939, three Indian gentlemen, Shri Chunilal Pranjivandas Thanawala, Shri Khimji Mahadavji Thakkar and Shri Vithaldas Ruttonsey Ashar, opened the doors of Chunilal Pranjivandas and Co.

The three men established the firm as a brokerage, import and export enterprise to serve the many needs of the cotton trade and textile industry.

Throughout its 61-year history, the company has evolved and expanded. In 1941, CPC acquired Italindia Cotton Co. Pvt. Ltd. That same year, the firm promoted another company, India Corp. Pvt. Ltd., and in 1943 floated another firm, International Cotton Corp. Pvt. Ltd.

Today, the parent firm consists of the flagship company, India Corp., Chunilal Pranjivandas Cotton Co. and Chunilal Pranjivandas Clearing and Forwarding. The company, which considers itself a "family of 50 families" has a total staff of about 50, with operations in Ahmedabad, Sri Ganganagar, Bathinda and Hubli.

In 1998, Chunilal Pranjivandas and Co. celebrated its "Golden Jubilee," marking 60 years of service in the cotton trade industry. On Nov. 12 of that year, Deepam Bhikhubhai Thanawala, grandson of the company's founder, made a pledge to continue the traditions and values established by Chunilal Pranjivandas as he takes the company into the future: "We have come a long way from a humble beginning to a well-organized institution with the entire required infrastructure. Service has been our motto and growth our goal. The result is the success of Chunilal Pranjivandas and Co. as a recognized trading enterprise with a proven record of service, meeting the wide and varied needs of the cotton trade and textile industry."



Shri Chunilal Pranjivandas Thanawala