

# Territorial NEWSLETTER North America

**EETPCINDIA**  
ENGINEERING THE FUTURE

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**Chairman's Pen....**

India and North American shares good economic ties bilaterally over a long period of time. The main countries involved include USA, Mexico and Canada led to significant deepening of the bilateral trade relations. The region continues to be one of the largest destinations of India's exports highlighting significance of the region in India's export basket. India's overall exports to the region during April-July 2016-17 accounts for 18 percent of India's global exports and while India's engineering exports to the region accounts for 15.6% to India's total engineering exports. Overall, engineering products have a share of over 23% in India's total export, and US is its biggest market.

Despite the region having a significant share in India's export basket, exports to USA and Canada experienced a decline while exports to Mexico face a massive jump close to 41% during April-August 2016-17. We expect that the declining trend to USA and Canada will be reversed just like Mexico, in the coming period as global demand picks up.

This 'Newsletter on North America' presents a brief note on the current trade trend between India and North America. I hope this will be insightful for our readers and they will enjoy reading it.

**Tarvinder Singh Bhasin**

## Message from Chairman, Committee on Trade with North America



This fourteenth edition of Territorial Newsletter for North America encapsulates brief on India- Canada trade and investment discussions. The current edition also presents a brief insight on the total trade pattern in North America during the April-August of the new fiscal of 2016-17. Further, it discusses the top engineering product bilaterally traded between the countries of the region.

Upcoming tenders from the region along with key news items and factsheets of Anti Dumping Duty matters is compiled and presented for the benefit of our members. I am hopeful that the Newsletter will give fruitful information to our readers.

**Anupam Shah**

## Basic Facts: North America

**Area:** 24.71 million Sq. km

**Population:** 576,163,467 (2015)

**GDP:** USD 20,834.888 billion (2014)

**Currency:** US Dollar (\$)/ Canadian Dollar

**Climate:** North America includes all of the mainland and related offshore islands lying North of the Isthmus of Panama which connects it with South America. It has a variety of climate, from the dry, bitter cold of the Arctic to the steamy heat of the tropics. The North American tundra, the vast treeless plain of the far north, has temperature rises above freezing for only a short period each summer. In the far south there are low-lying areas which are always hot and rainy.

**Natural resources:** North America produces most of the world's corn, meat, cotton, soybeans, tobacco, and wheat, along with a variety of other food and industrial raw material crops. Mineral resources are also abundant; particularly coal, iron ore, bauxite, copper, natural gas, petroleum, mercury, nickel, potash, and silver.

## India – Canada discussions on trade and investment opportunities

**October 26, 2016):** Finance Minister Shri Arun Jaitley went on an official visit to Canada and participated in discussions on bilateral opportunities for progressive trade and investment. Shri Arun Jaitley also discussed various trade and investment opportunities with his Canadian counterpart Bill Morneau and Chrystia Freeland, Canadian Minister of International Trade. The discussions paved way to some progressive trade talks and created opportunities for both the countries. Both the countries are looking forward to work together to strengthen the countries' bond.

Finance Minister Shri Arun Jaitley also participated in interactive meeting with Canadian Pension Fund Board members and other fund managers in Toronto. Further he also attended the annual meetings of the World Bank and the International Monetary Fund (IMF) scheduled on October 7-9<sup>th</sup>.

## India-North America Information Guide

India's relationship with North America is growing strong and diverse over the years in a significant way. As regards India's overall exports, the region has consistently been the one of the largest destination for Indian goods with India exporting US\$ 15.59 billion to North America, followed by European Union (EU) exporting US\$ 15.22 billion during April-July 2015-16. Exports to the region account for nearly 18% of our global exports. Exports to North America represent a diversified phenomenon as it includes different trade patterns with the three countries (USA, Mexico and Canada) of the region.

## Trade Trend Analysis in North America

India shares a positive trade balance with North America during April-July of the fiscal of 2016-17. The following table depicts India's Merchandise trade pattern with North America compared to the trade pattern with World.

**Table1: India-North America Overall Trade Figures**

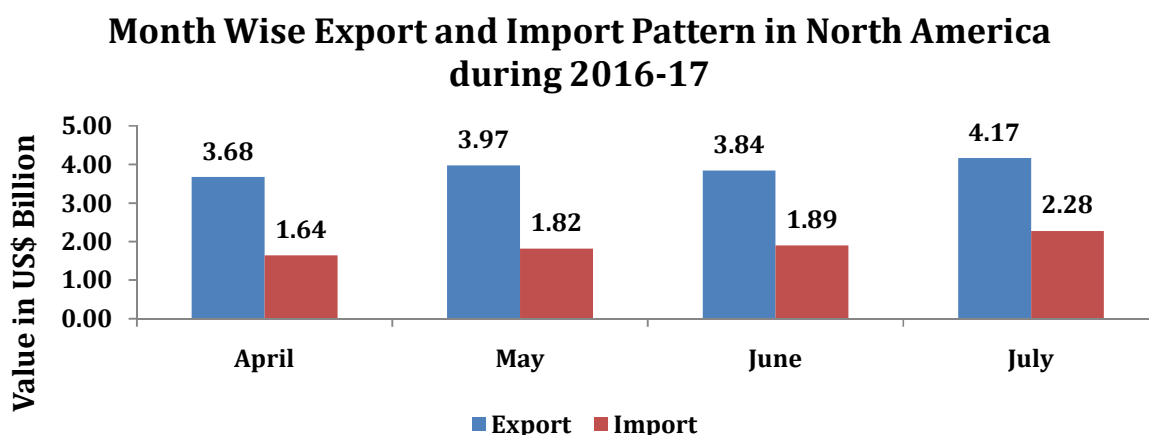
US\$ million

Description	July 2015	July 2016	% Growth	April-July 2015-16	April-July 2016-17	% Growth
<b>India's Export to North America</b>	<b>4,164.36</b>	<b>4,165.86</b>	<b>0.04</b>	<b>15,692.62</b>	<b>15,592.08</b>	<b>-0.64</b>
<b>India's Total Export to World</b>	23,281.21	21,491.69	-7.69	90,271.22	86,768.99	-3.88
<b>India's export share to North America w.r.t. World</b>	17.9	19.4		17.4	18.0	
<b>India's Import from North America</b>	<b>2,334.75</b>	<b>2,276.82</b>	<b>-2.48</b>	<b>9,207.09</b>	<b>7,632.86</b>	<b>-17.10</b>
<b>India's Total Import from World</b>	36,372.07	29,434.54	-19.07	136,252.57	113,569.24	-16.65
<b>India's Import Share from North America w.r.t World</b>	6.4	7.7		6.8	6.7	
<b>Total Trade with North America</b>	<b>6,499.11</b>	<b>6,442.68</b>	<b>-0.9</b>	<b>24,899.71</b>	<b>23,224.94</b>	<b>-6.7</b>

Source: DGCI&S

\*\*Note: Overall trade figures for August 2016 are not updated in the Ministry website. Data Available till July 2016.

**Chart 1: Trend in Total Trade in North America during 2016-17(month wise)**



The top nations which had the highest demand for Indian engineering products during the first five months of the new fiscal 2016-2017 in absolute values include:

**Table 2: Engineering Exports to North America (country wise)  
(Value in USD million)**

North America	April-August 2015-16 (USD million)	April-August 2016-17 (USD million)	Growth (%)
<b>USA</b>	3018.96	2768.18	-8.31
<b>Mexico</b>	686.14	965.93	40.78
<b>Canada</b>	194.35	177.11	-8.9
<b>Total</b>	<b>3899.5</b>	<b>3911.22</b>	<b>0.3</b>

Source: DGCI&S

**Table 3: Top 15 engineering panels exported to North America in April-August 2016-17**

DGCI&S Engineering Panels	India's export in April-August 2015-16 (USD million)	India's export in April-August 2016-17 (USD million)	Growth (%)
<b>Motor Vehicle/cars</b>	285.8	606.6	112.2
<b>Products of Iron and Steel</b>	678.6	521.4	-23.2
<b>Auto Components/Part</b>	476.2	499.5	4.9
<b>Electric Machinery and Equipment</b>	250.7	297.8	18.8
<b>Industrial Machinery</b>	359.0	273.6	-23.8
<b>OTHER MISC. ITEMS</b>	224.9	254.0	13.0
<b>Aircrafts and Spacecrafts</b>	227.8	237.3	4.2
<b>Aluminium and products</b>	248.7	192.9	-22.4
<b>Iron and Steel</b>	244.6	187.3	-23.4
<b>IC Engines and Parts</b>	179.7	175.6	-2.2
<b>Machinery for ATMs</b>	131.7	118.0	-10.4

DGCI&S Engineering Panels	India's export in April-August 2015-16 (USD million)	India's export in April-August 2016-17 (USD million)	Growth (%)
Medical and Scientific Instruments	92.3	100.1	8.5
Copper and products	69.0	63.2	-8.4
Hand Tools Cutting	61.0	53.6	-12.1
Pumps of all types	72.6	43.5	-40.1

Source: DGCI&S

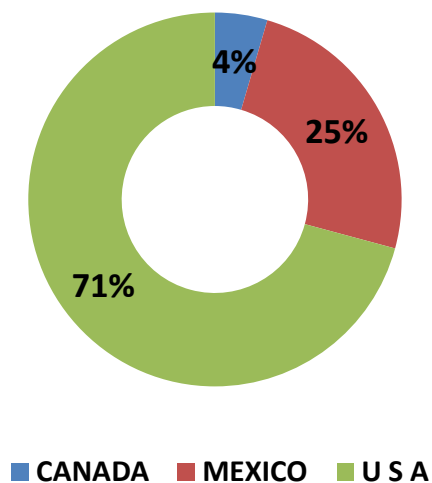
\*\*Note: Only Engineering figures are updated till August 2016- figures provided by DGCI&S

Indian Engineering exports to North America rank second during April-August of the current fiscal 2016-17, after European Union, while ASEAN and Middle East and West Asia (MEWA) ranks third and fourth during the same time period.

USA remained at the top most rank for Indian engineering exports maintaining a fairly positive monthly growth by 0.21% in August 2016 vis-à-vis August 2015. The main engineering products exported to the country include Products of Iron and Steel, Auto Components/Parts, Electrical Machinery and Equipment, Industrial Machinery, Other Misc Items, Aircrafts and Spacecrafts etc during April- August 2016-17.

The following pie chart demonstrates share of different North American countries in India's total export during April-August 2016-17.

**Fig1: India's engineering export share to North American Countries (%) in April- August 2016-17**



Source: DGCI&S

- **Trade with USA:** Indian engineering exports to USA, continues to be one of the highest during April-August 2016-17. At present, it accounts for 11 per cent of India's eng exports.

**Top products traded in USA:** Top traded products to USA during April-August 2016-17 include Products of Iron and Steel, Auto Components/Parts, Electrical Machinery and Equipment, Industrial Machinery, Other Misc Items, Aircrafts and Spacecrafts etc.

- **Trade with Mexico:** Mexico is presently India's 5<sup>th</sup> largest export destination for engineering products moving up from the 8<sup>th</sup> rank during the last fiscal 2015-16. At present, it accounts for 3.8 per cent of India's eng exports during April-August 2016-17.

**Top products traded in Mexico:** Top traded products to Mexico during April-August 2016-17 include Motor Vehicles/cars, Auto Components and Parts, Aluminium and products, Iron and Steel, Industrial Machinery, Two and Three Wheelers, etc.

- **Trade with Canada:** India's engineering trade with Canada accounted for 0.7 per cent of India's engineering exports in April-August 2016-17.

**Top products traded in Canada:** Major exported products to Canada in April-August 2016-17 include Products of Iron and Steel, Auto Components/Parts, Other Misc Items, Iron and Steel, Machinery for ATMs, Electrical Machinery and Equipment, etc.

## News in Focus

- **India, India, US explore ways to promote trade, investment**

Trade ministers of India and the US discussed various issues with an aim to ramp up trade and investment between the two countries during a recent meeting.

US Trade Representative Michael Froman is leading a high-level delegation here for the 10th India—US Trade Policy Forum (TPF) meeting.

Commerce and Industry Minister Nirmala Sitharaman and Froman discussed ways to improve trade and investments relations further, an official said.

Both the ministers will also hold delegation-level talks as a part of TPF.

Issues such as market access for agriculture items, promotion of investment in manufacturing and intellectual property rights (IPRs) are likely to figure in the meeting.

TPF is the premier bilateral forum for discussion and resolution of trade and investment issues between the two countries.

It has five focus groups: agriculture, investment, innovation and creativity (intellectual property rights), services, and tariff and non—tariff barriers.

The bilateral trade between the countries stood at \$109 billion in 2015-16.

**Source:** <http://www.thehindu.com/business/Industry/india-us-explore-ways-to-promote-trade-investment/article9244723.ece>

- **Updates on 10th India and United States Trade Policy Forum**



New Delhi: A high level delegation led by Ambassador, Michael Froman, United States Trade Representative is attending the 10th India-United States Trade Policy Forum (TPF) meetings scheduled from 19th October, 2016 to 20th October, 2016 at New Delhi.

Under the able leadership of Prime Minister Modi and President Obama, the Trade Policy Forum meeting has focussed on increased bilateral interaction and momentum on resolving trade concerns. As part of the annual work plan jointly agreed between India and US working groups on agriculture, trade in services and goods, promotion of investment in manufacturing and intellectual property have been meeting with an intention of understanding the best practices, facilitating investment and raising concerns relating to the trade. The previous 9th TPF was held in October, 2015 at Washington D.C, USA.

Under TPF there would be technical level discussions on 18th October, 2016 between the two sides on issues concerning with Agriculture, Services and Goods, IPR and Manufacturing. Technical Discussions would be followed by Secretary and Dy. USTR level discussions on 19th October, 2016. Ministerial Level Meeting is scheduled for 20th October, 2016 forenoon which will be led by Ambassador Michael Froman, United States Trade Representative from US side and Hon'ble Minister of Commerce and Industry Smt. Nirmala Sitharaman on the Indian side.

Both the sides would be reviewing the progress achieved on the issues agreed upon in work plans for 2016, under all the four work streams and would be working out the way forward for 2017.

The bilateral commercial ties between the United States and India are growing stronger as reflected by increased bilateral trade in Goods and Services of \$109 billion and highest ever FDI inflows in 2015-16. The bilateral cooperation under TPF has resulted in resolving several market access issues and cooperation in services, manufacturing and IPR. India is looking forward to maintain the momentum further in the current TPF.

**Source:** <http://pib.nic.in/newsite/PrintRelease.aspx?relid=151742>

➤ **US sees 'much potential' for increase in trade with India**

The US recently said there is "much potential" for increasing bilateral trade with India and the country needs to further improve its business environment and liberalise its economy to attract investments. US Trade Representative Michael Froman, who is leading a high-level delegation here for the 10th India-US Trade Policy Forum meeting, said the country is proud to be India's top trading partner and in 2015 their bilateral trade was over USD 109 billion.

"US is the number one destination for India's exports purchasing more than 15 per cent of all Indian goods and services exports. India has a USD 30 billion trade surplus with the US, largest surplus it has with any country. But for economies of our size, 17 trillion dollars for the US, 2 trillion dollars for India, there remains much potential," Froman said addressing a conference here.

Pointing out that businesses are keenly sensitive to the business environment while taking investment decisions, he said there needs to be continued work on improving the business environment if India wants to attract the kind of investment, domestic and foreign, that meets its aspirations.

**Source:** <http://indianexpress.com/article/india/india-news-india/us-sees-much-potential-for-increase-in-trade-with-india-3093474/>

## CVD/AD matters: Recent petitions filed with USITC

**Table 4: CVD/AD Petitions**

Docket No.	Received	Type	Commodity
3176	9/20/16	701 & 731 Petition	Steel Concrete Reinforcing Bar
3168	8/16/16	337 Complaint	Personal Transporters
3161	6/30/16	701 & 731 Petition	Finished Carbon Steel Flanges
3150	5/23/16	337 Complaint	Semiconductor Devices and Semiconductor Device Packages
3148	5/18/16	337 Complaint	Personal Transporters, Components Thereof, and Packaging and Manuals Therefor
3144	4/26/16	337 Complaint	Carbon and Alloy Steel Products
3142	4/18/16	Other	Primary Unwrought Aluminum
3138	4/11/16	337 Complaint	Passenger Vehicle Automotive Wheels
3136	4/8/16	701 & 731 Petition	Carbon and Alloy Steel Cut-to-Length Plate
3129	3/22/16	337 Complaint	Motorized Self-Balancing Vehicles
3124	2/24/16	332 Request	Unwrought and Wrought aluminum products
3121	2/12/16	701 & 731 Petition	Stainless Steel Sheet and Strip
3112	1/8/16	337 Complaint	Surgical Stapler Devices
3108	12/16/15	701 & 731 Petition	Large Residential Washers

**Source:** [http://www.usitc.gov/petitions and complaints](http://www.usitc.gov/petitions_and_complaints)

## Country wise Anti-dumping matters in the last five years (2010-2015) against India

**Table 5: Country wise Anti Dumping (AD) Cases against India**

Country initiating AD investigation	Case ID	Case_Code	Product	Initiating Date	Dumping Date	Injury decision date
<b>Canada</b>	CAN-AD-373	CAN-AD-372	Certain Carbon Steel Welded Pipe	05/14/2012	08/13/2012	07/13/2012
<b>Canada</b>	CAN-AD-401	CAN-AD-400	Certain Oil Country Tubular Goods	07/21/2014	12/03/2014	09/19/2014



Country initiating AD investigation	Case ID	Case_Code	Product	Initiating Date	Dumping Date	Injury decision date
<b>Canada</b>	CAN-AD-410	CAN-AD-410	Certain Hot-rolled Carbon Steel Plate and High-strength Low-alloy Steel Plate	6/10/2015	9/8/2015	8/10/2015
<b>Mexico</b>	MEX-AD-305	MEX-AD-305	Carbon Steel Tubing with Longitudinal Seams	12/24/2014	MI	MI
<b>USA</b>	USA-AD-1191	USA-AD-1191	Circular Welded Carbon-Quality Steel Pipe	11/03/2011	06/01/2012	12/16/2011
<b>USA</b>	USA-AD-1213	USA-AD-1213	Certain Steel Threaded Rod	07/03/2013	02/18/2014	11/05/2013
<b>USA</b>	USA-AD-1215	USA-AD-1215	Certain Oil Country Tubular Goods	07/10/2013	02/25/2014	08/22/2013
<b>USA</b>	USA-AD-1251	USA-AD-1251	Certain Steel Nails	06/04/2014	.	07/18/2014
<b>USA</b>	USA-AD-1275	USA-AD-1274	Certain Corrosion-Resistant Steel Products	06/09/2015	MI	07/24/2015
<b>USA</b>	USA-AD-1285	USA-AD-1283	Cold-Rolled Steel Flat Products	08/03/2015	MI	09/17/2015
<b>USA</b>	USA-AD-1298	USA-AD-1298	Welded Stainless Steel Pressure Pipe	10/07/2015	MI	11/20/2015

### India's Safe Guard initiating matters since last five years (2010-2015)

Table 6: Safe Guard Matters of India

Safe Guard Initiating Country	PRODUCT	PET_DATE	WTO_INIT_DATE
<b>India</b>	Seamless Pipes, Tubes and Hollow Profiles of Iron or Non-Alloy Steel	MI	04/22/2013
<b>India</b>	Cold Rolled Flat Products of Stainless Steel of Chromium Type (400 series)	MI	09/19/2014
<b>India</b>	Not-Alloyed Ingots of Unwrought Aluminium	MI	04/07/2014
<b>India</b>	Hot-rolled Flat Products of Non-alloy and Other Alloy Steel in Coils of a width of 600 mm or more	MI	09/07/2015
<b>India</b>	Hot-rolled Flat Sheets and Plates (excluding hot rolled flat products in coil form)	MI	12/7/2015

Source: <http://econ.worldbank.org/>

### Factsheets on Antidumping Duty and Countervailing Duty Investigations of Imports

- ✓ On September 23, 2016, the Department of Commerce (Commerce) announced its affirmative final determinations in the antidumping duty (AD) and countervailing duty (CVD) investigations of imports of welded stainless pressure pipe from India.

Source: <http://enforcement.trade.gov/download/factsheets/factsheet-india-welded-stainless-pressure-pipe-ad-cvd-final-092316.pdf>

- ✓ On September 2, 2016, the United States International Trade Commission (USITC) announced its determinations in its antidumping and countervailing duty investigations concerning imports of cold-rolled steel flat products from Brazil, India, Korea, Russia, and the United Kingdom that the U.S. Department of Commerce (Commerce) has determined are sold in the United States at less than fair value and subsidized by the governments of Brazil, India, Korea, and Russia.

Source: [https://www.usitc.gov/press\\_room/news\\_release/2016/er090211649.htm](https://www.usitc.gov/press_room/news_release/2016/er090211649.htm)

- ✓ On July 21, 2016, the Department of Commerce (Commerce) announced the initiation of antidumping duty (AD) investigations of imports of finished carbon steel flanges from India, Italy, and Spain, and a countervailing duty (CVD) investigation of imports of finished carbon steel flanges from India.

Source: <http://enforcement.trade.gov/download/factsheets/factsheet-multiple-steel-flanges-ad-cvd-initiation-072116.pdf>

- ✓ On May 25, 2016, the Department of Commerce (Commerce) announced its affirmative final determinations in the antidumping duty (AD) and countervailing duty (CVD) investigations of imports of corrosion-resistant steel products (CORE) from China, India, Italy, Korea; its affirmative final determination in the AD investigation of imports of CORE from Taiwan; and its negative final determination in the CVD investigation of imports of CORE from Taiwan.

Source: <http://enforcement.trade.gov/download/factsheets/factsheet-multiple-corrosion-resistant-steel-products-ad-cvd-final-052516.pdf>

- ✓ On May 4, 2016, the Department of Commerce (Commerce) announced its affirmative preliminary determination in the antidumping duty (AD) investigation of imports of welded stainless pressure pipe from India.

Source: <http://enforcement.trade.gov/download/factsheets/factsheet-india-welded-stainless-pressure-pipe-ad-prelim-050516.pdf>

## Upcoming Exhibitions in North America

**Table 7: List of Exhibitions**

Events	Date	Venue	Link
<b>Pack Expo</b>	6-9th November, 2016	Chicago, IL	<a href="http://www.packexpointernational.com/">http://www.packexpointernational.com/</a>
<b>Connecticut International Auto Show</b>	18th-20th Nov, 2016	Hartford, Connecticut, USA	<a href="http://connautoshow.com/">http://connautoshow.com/</a>
<b>Los Angeles Auto Show</b>	18th-27th Nov, 2016	Los Angeles Convention Center, USA	<a href="http://laautoshow.com/">http://laautoshow.com/</a>
<b>Automation Fair 2016</b>	9-10th November, 2016	Atlanta, Georgia	<a href="http://www.rockwellautomation.com/global/events/automation-fair/overview.page">http://www.rockwellautomation.com/global/events/automation-fair/overview.page</a>
<b>FABTECH 2016</b>	16-18 <sup>th</sup> November 2016	Las Vegas Convention Center, Las Vegas, Nevada	<a href="http://www.fabtechexpo.com/">http://www.fabtechexpo.com/</a>
<b>2017 IPC APEX EXPO</b>	12-16 <sup>th</sup> February 2017	San Diego Convention Center, California	<a href="http://www.ipcapexexpo.org/html/default.htm">http://www.ipcapexexpo.org/html/default.htm</a>
<b>ATX West-Automation Technology Expo</b>	9th-11th Feb, 2017	Anaheim, USA	<a href="http://anaheim.ubmcanon.com/automation">http://anaheim.ubmcanon.com/automation</a>
<b>Conexpo</b>	7 <sup>th</sup> -11 <sup>th</sup> March, 2017	Los Angeles Convention Center, USA	<a href="http://www.conexpoconagg.com/">http://www.conexpoconagg.com/</a>

## Tender information in North America

**Table 7: Tender related information**

Title	Deadline	Country	Link
Provision Of Wheel, Pneumatic Tire	12-Dec-2016	USA	<a href="http://www.tendersinfo.com/details/36044714?desc=Provision-Of-Wheel,-Pneumatic-Tire">http://www.tendersinfo.com/details/36044714?desc=Provision-Of-Wheel,-Pneumatic-Tire</a>
Diesel Powered Dump Truck - Sbr, United states	9- Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35982550?desc=Diesel-Powered-Dump-Truck---Sbr">http://www.tendersinfo.com/details/35982550?desc=Diesel-Powered-Dump-Truck---Sbr</a>
Pick Up, Retread And/or Repair, And Deliver Truck And Heavy Equipment Tires, United states	2- Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35981264?desc=Pick-Up,-Retread-And/or-Repair,-And-Deliver-Truck-And-Heavy-Equipment-Tires">http://www.tendersinfo.com/details/35981264?desc=Pick-Up,-Retread-And/or-Repair,-And-Deliver-Truck-And-Heavy-Equipment-Tires</a>
Provision Of 33,400 Ea Blade, 26", Windshield Wiper., United states	1-Dec-2016	USA	<a href="http://www.tendersinfo.com/details/35980507?desc=Provision-Of-33,400-Ea-Blade,-26,-Windshield-Wiper">http://www.tendersinfo.com/details/35980507?desc=Provision-Of-33,400-Ea-Blade,-26,-Windshield-Wiper</a>

<b>Title</b>	<b>Deadline</b>	<b>Country</b>	<b>Link</b>
Steering Wheel & Drum, United states	17-Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35979145">http://www.tendersinfo.com/details/35979145</a>
Purchase Of Custom Aluminum Work Boat And Trailer, United states	18-Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35963040">http://www.tendersinfo.com/details/35963040</a>
Provision Of Bus Engines, United states	11-Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35964728">http://www.tendersinfo.com/details/35964728</a>
One Single Axle Dump Truck, United states	8- Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35964917">http://www.tendersinfo.com/details/35964917</a>
Supply And Delivery Of Furnace Parts, Canada	8-Nov-2016	Canada	<a href="http://www.tendersinfo.com/details/35965272">http://www.tendersinfo.com/details/35965272</a>
Provision Of Tilt Trailer, United states	8-Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35965294">http://www.tendersinfo.com/details/35965294</a>
Purchase Of Single Axle Dump Truck, United states	10-Nov-2016	USA	<a href="http://www.tendersinfo.com/details/35970020">http://www.tendersinfo.com/details/35970020</a>

**For more contract notices, Please register with Tender info and follow the link:**  
<http://www.tendersinfo.com/searchresult#>

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