



PRARAMBH

An Export Import Trade Magazine

INDUSTRIAL SAFETY GLOVES



An Initiative by **iiiem**

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Message From Founder & CMD -iiiEM

India's Resilient Exports in War-Torn Times

Dear Readers,

The world is passing through a period of uncertainty. Ongoing wars, geopolitical tensions, supply chain disruptions, and changing trade policies have created challenges for businesses across the globe. Yet, amid these difficult times, India has continued to prove its strength as a reliable trading partner.



Indian exporters have shown remarkable resilience by adapting quickly to changing market conditions. They have explored new markets, diversified their products, improved quality standards, and built stronger relationships with global buyers. This ability to adapt has helped India's exports remain strong despite global uncertainties.

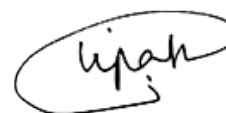
These changing times also bring new opportunities. Many international buyers are looking to reduce their dependence on a single sourcing country and are actively searching for trusted suppliers from India. This is an excellent opportunity for Indian manufacturers and merchant exporters to expand their global presence.

However, success in exports today requires more than just a good product. Exporters must stay informed about international developments, understand market trends, comply with quality standards, and build long-term trust with buyers. Those who remain flexible and prepared will continue to grow even in challenging times.

At iiiEM, we remain committed to guiding and supporting aspiring and existing exporters with practical knowledge, market insights, and the confidence to succeed globally.

Let us view every challenge as an opportunity and continue our journey towards making India an even stronger export powerhouse.

Warm Regards



Dipak Sudhir Manohar



When the world faces uncertainty,
resilient nations keep
global trade moving.

India continues to emerge as a
**trusted and
dependable
export partner.**

 STRONGER TODAY FOR A BETTER TOMORROW	 CONNECTING MARKETS CREATING OPPORTUNITIES	 QUALITY PRODUCTS GLOBAL TRUST	 RESILIENT EXPORTS BRIGHTER FUTURE	 INDIA - A TRUSTED PARTNER GLOBALLY
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Industrial Safety Gloves

(Reusable Coated Knitted Gloves)

Industrial Safety Gloves are reusable protective gloves designed to safeguard workers from mechanical hazards such as abrasion, cuts, punctures, oil, grease, and general workplace injuries. These gloves are manufactured using a seamless knitted liner made from materials such as polyester, nylon, cotton, HPPE, or blended yarns, and are coated with polyurethane (PU), nitrile, or natural latex to enhance grip, durability, flexibility, and wearer comfort.

Widely used across industries including **automotive, engineering, construction, warehousing, logistics, metal fabrication, mining, and general manufacturing**, these gloves have become an essential component of workplace safety programs worldwide. These reusable gloves represent one of the fastest-growing segments within the global Personal Protective Equipment (PPE) industry.

The **global market for industrial safety gloves** continues to witness steady growth, driven by increasingly stringent workplace safety regulations, rising industrialization, automation in manufacturing, expansion of infrastructure projects, and growing awareness of occupational health and safety.

India has emerged as one of the **leading global suppliers of reusable industrial safety gloves**, supported by its strong textile and engineering base, availability of skilled labour, competitive manufacturing costs, and growing investments in PPE production.

While **China** remains the largest global exporter in terms of volume, countries such as **Vietnam, Malaysia, Pakistan, Sri Lanka, and Indonesia** also compete in this segment. However, India continues to strengthen its position by offering high-quality products that meet international standards

INDUSTRIAL SAFETY GLOVES (REUSABLE) – HS CODE 6116 10 00

Knitted Gloves, Impregnated, Coated or Covered with Rubber or Plastics

1. NITRILE-COATED GLOVES



DESCRIPTION

Seamless knitted liner (nylon/polyester) coated with nitrile on palm and fingers. Offers excellent resistance to oils, grease, abrasion and punctures with superior grip in dry and oily conditions.



INDUSTRIES USED IN

- Automotive & Auto Components
- Oil & Gas / Petrochemical
- Engineering & Metal Fabrication
- Machinery Maintenance
- Warehousing & Logistics
- Heavy Equipment Handling



KEY BENEFITS

Oil resistant, long-lasting, excellent grip, high durability.

2. PU (POLYURETHANE)-COATED GLOVES



DESCRIPTION

Lightweight seamless knitted gloves with polyurethane coating on palm or fingertips. Provides excellent dexterity, tactile sensitivity and breathability. Ideal for precision handling and light-duty work.



INDUSTRIES USED IN

- Electronics & Electrical Assembly
- Precision Engineering
- Automotive Assembly
- Quality Inspection & Packaging
- General Manufacturing
- Light Duty Material Handling



KEY BENEFITS

High dexterity, lightweight, breathable, comfortable fit, excellent grip.

3. LATEX-COATED GLOVES



DESCRIPTION

Seamless knitted liner coated with natural latex on palm and fingers (smooth or crinkle finish). Provides excellent grip, flexibility and abrasion resistance for rough handling applications.



INDUSTRIES USED IN

- Construction & Civil Engineering
- Brick, Cement & Ceramics
- Agriculture & Horticulture
- Warehousing & Material Handling
- Mining & Quarrying
- General Purpose Applications



KEY BENEFITS

Excellent grip (wet & dry), flexible, comfortable, good abrasion resistance.

★ Note: All the above gloves are reusable industrial safety gloves classified under HS Code 6116 10 00.

Product Guide

Glove Type	Best For	Recommended Industries
Nitrile-Coated	Oil handling, heavy-duty work, mechanical protection	Automotive, Engineering, Oil & Gas, Logistics
PU-Coated	Precision work requiring finger sensitivity	Electronics, Assembly Lines, Precision Engineering
Latex-Coated	Heavy material handling and superior grip	Construction, Agriculture, Warehousing, Mining

India's Growth (in Export for this product)

For **HS Code 6116 10 00 (Industrial Safety Gloves – Knitted Gloves, Impregnated or Coated with Rubber or Plastics)**, India's exports have shown a positive long-term trend, supported by the expansion of the global PPE market, increasing workplace safety regulations, and the diversification of sourcing away from a few dominant suppliers. Government trade data also shows continued growth in India's overall exports and textile exports during recent years.

One publicly available analysis specific to **HS Code 61161000** indicates that India's exports have grown at a **compound annual growth rate (CAGR) of approximately 8.9% over the last seven fiscal years**, increasing from **₹105.40 crore in FY 2018-19** to **₹176.18 crore in FY 2024-25**.

Industrial Safety Gloves (Reusable)	
Information	Details
H.S Code	6116 10 00
	Industrial Safety Gloves (Coated & reusable)
Trade Policy	Export Permitted Freely
RCMC	SRTEPC or PLEXCONCIL
	FIEO
Government Benefits	Duty Drawback = Rs. 3.5 - 42 per kg
	Interest Subvention = 2.75%
	N/A
GST (paid to Supplier)	5% - 18%
* Check details from www.tradestat.com www.indiantradeportal.in	

Why India's Exports Are Growing

- Growing global awareness of occupational health and workplace safety.
- Expansion of manufacturing, construction, warehousing and logistics industries worldwide.
- Diversification of global supply chains beyond a single sourcing country.
- Increasing acceptance of Indian PPE products meeting international standards such as **EN 388**, **EN ISO 21420**, and **ANSI/ISEA 105**.
- Competitive manufacturing costs and a strong technical textile ecosystem.
- Rising demand for OEM and private-label manufacturing by global distributors.

Insight for Beginner Merchant Exporters

For merchant exporters, this product offers excellent potential due to repeat industrial demand, relatively straightforward export compliance, and access to diverse international markets.

This product offers an excellent entry point into international trade for merchant exporters. The product enjoys year-round demand, serves multiple industries, requires comparatively straightforward export compliance, and benefits from India's strong manufacturing ecosystem.

Sourcing States in India for HS Code 61161000

Industrial Safety Gloves – Knitted Gloves, Impregnated or Coated with Rubber

Sourcing Guide for Merchant Exporters			
State	District / City / Region	Type of Product Manufactured	Why This Hub is Important
Tamil Nadu	Tiruppur	PU-coated gloves, Nitrile-coated gloves, Seamless knitted gloves, OEM/private-label gloves	India's largest knitwear cluster with strong knitting, coating, packaging, and export infrastructure. Excellent for merchant exporters seeking OEM suppliers.
	Coimbatore	Industrial safety gloves, Cut-resistant gloves, Nitrile-coated gloves	Strong engineering ecosystem, advanced textile processing, and availability of technical textile manufacturers.
	Erode	Knitted glove liners, Cotton-lined safety gloves, Latex-coated gloves	Major textile and yarn hub supplying raw materials and knitted liners to glove manufacturers.
	Karur	Industrial work gloves and knitted protective products	Home textile and technical textile expertise with growing PPE manufacturing capabilities.
Karnataka	Bengaluru	PU-coated gloves, Precision handling gloves, Electronics assembly gloves	Strong demand from electronics and engineering sectors; manufacturers focus on high-quality industrial gloves.
	Mysuru Region	Industrial coated gloves and protective textiles	Emerging technical textile and PPE manufacturing base.
Gujarat	Ahmedabad	Industrial safety gloves, coated gloves, textile-based PPE products	Large textile ecosystem, easy access to ports, strong trader network, and export-oriented manufacturing.
	Surat	Knitted glove liners, polyester and nylon glove components	Major synthetic textile hub supplying yarns and fabrics used in glove production.
Maharashtra	Mumbai–Thane Region	Industrial safety gloves, imported raw material processing, OEM supply	Major trading and export hub with strong logistics and access to international buyers.
	Pune	Automotive safety gloves, engineering gloves	Proximity to automotive and engineering industries encourages development of specialized industrial gloves.
Delhi NCR	Noida	PU-coated gloves, industrial work gloves, OEM safety products	Strong export ecosystem and access to international sourcing agents and PPE distributors.
	Gurugram	Industrial safety gloves and protective equipment	Presence of multinational buyers, procurement offices, and industrial distributors.
Uttar Pradesh	Kanpur	Industrial gloves, leather-reinforced safety gloves, protective equipment	Long-established PPE and industrial safety product manufacturing base.
Punjab	Ludhiana	Knitted glove liners, cotton gloves, coated work gloves	One of India's largest hosiery and knitting clusters, supplying glove liners to coating units across India.
West Bengal	Kolkata–Howrah Belt	Latex-coated gloves, industrial work gloves	Strong rubber product ecosystem and access to eastern Indian markets and ports.
Rajasthan	Bhiwadi–Neemrana Industrial Belt	Industrial safety gloves, engineering PPE products	Growing manufacturing cluster supplying industrial and export markets.

Importing Countries

Importing Countries, Industries and Product Type		
Country	Major Industries Importing	Type of Product Imported from India
Belgium	PPE distributors, Industrial wholesalers, Warehousing, Manufacturing	Nitrile-coated gloves, PU-coated gloves, Latex-coated gloves, OEM/private-label industrial gloves
United Kingdom	Construction, Manufacturing, Logistics, Warehousing, Engineering	PU-coated precision gloves, Nitrile-coated gloves, General-purpose industrial safety gloves
Italy	Automotive, Metal Fabrication, Engineering, Machinery	Nitrile-coated gloves, Cut-resistant coated gloves, Assembly gloves
Germany	Automotive, Engineering, Heavy Machinery, Industrial Manufacturing	Premium nitrile-coated gloves, PU-coated gloves, High-performance industrial gloves
Spain	Construction, Warehousing, Agriculture, Manufacturing	Latex-coated gloves, Nitrile-coated gloves, Material-handling gloves
Turkey	Engineering, Construction, Steel, Manufacturing	Latex-coated gloves, Nitrile-coated gloves, Heavy-duty industrial gloves
Netherlands	PPE distributors, Logistics, Port Operations, Warehousing	OEM/private-label gloves, Nitrile-coated gloves, General industrial work gloves
Saudi Arabia	Oil & Gas, Petrochemicals, Construction, Industrial Maintenance	Oil-resistant nitrile-coated gloves, Heavy-duty industrial gloves, Latex-coated gloves
Malaysia	Electronics, Manufacturing, Engineering, Logistics	PU-coated precision gloves, Assembly gloves, General industrial gloves
Singapore	Marine, Logistics, Electronics, Warehousing	PU-coated gloves, Precision handling gloves, Nitrile-coated gloves
Thailand	Automotive, Electronics, Manufacturing	PU-coated gloves, Nitrile-coated gloves, Precision assembly gloves
Kuwait	Oil & Gas, Construction, Industrial Maintenance	Nitrile-coated gloves, Heavy-duty coated gloves
Qatar	Infrastructure, Construction, Oil & Gas	Latex-coated gloves, Nitrile-coated gloves, General industrial work gloves
South Korea	Electronics, Automotive, Engineering	PU-coated gloves, Precision handling gloves, Clean assembly gloves
Indonesia	Manufacturing, Mining, Construction, Warehousing	Latex-coated gloves, Nitrile-coated gloves, General-purpose industrial gloves

Importing Norms

For **Industrial Safety Gloves (HS Code 6116 10 00)**, most countries **do not require a government import licence specifically for gloves**. Instead, buyers insist on **product compliance** to occupational safety standards. Many of these requirements are driven by **PPE regulations**, importer due diligence, and customer procurement policies rather than customs authorities.

General Quality Parameters

Industry - wise Quality Parameter (Preferred)	
Industry	Preferred Quality Features
Automotive	Silicone-free, nitrile coating, high abrasion resistance, oil resistance
Engineering	Cut resistance, puncture resistance, excellent grip
Construction	Latex-coated or nitrile-coated gloves with high durability and grip
Oil & Gas	Oil-resistant nitrile coating and superior abrasion resistance
Electronics	PU-coated, lint-free, lightweight, excellent dexterity
Warehousing & Logistics	Comfortable fit, good grip, long service life
Metal Fabrication	High cut resistance, puncture resistance and tear strength
General Manufacturing	Balanced grip, comfort, durability and abrasion resistance

Exporter's Tip

International buyers generally evaluate industrial safety gloves on **five key factors: Protection, Grip, Comfort, Durability, and Compliance**. A manufacturer that consistently meets these quality parameters and provides internationally recognized test reports has a much higher chance of securing repeat export orders.

Quality Parameters		
Quality Parameter	What Buyers Look For	Importance
Coating Material	Nitrile, PU (Polyurethane) or Latex coating as per application	Critical
Liner Material	Polyester, Nylon, Cotton, HPPE, Kevlar or blended yarn	Critical
Glove Gauge	10, 13, 15 or 18 gauge depending on dexterity required	High
Coating Finish	Smooth, Sandy, Foam, Crinkle or Micro-foam finish	High
Grip Performance	Excellent grip in dry, wet or oily conditions	Critical
Abrasion Resistance	High resistance to surface wear (EN 388 rating)	Critical
Cut Resistance	Protection against cuts from sharp objects (EN 388 / ANSI levels)	Critical (where applicable)
Tear Resistance	Ability to withstand tearing during use	High
Puncture Resistance	Resistance against nails, wires and sharp objects	High
Oil & Chemical Resistance	Suitable resistance to oils, grease and light chemicals (especially nitrile-coated gloves)	High
Flexibility & Dexterity	Comfortable finger movement for precision work	Critical
Comfort & Breathability	Lightweight, ergonomic fit with reduced hand fatigue	High
Fit & Sizing	Standard sizes (XS to XXL) with consistent dimensions	High
Coating Adhesion	Strong bonding between knitted liner and coating without peeling	Critical
Seamless Knitted Construction	No internal seams for better comfort and durability	High
Cuff Design	Elastic knitted wrist for secure fit and dust protection	Medium
Weight Consistency	Uniform glove weight across production batches	Medium
Colour Consistency	Uniform colour matching buyer specifications	Medium
Lint-Free Surface	Low lint generation for electronics and clean assembly work	High (Electronics Industry)
Silicone-Free	Free from silicone contamination for automotive painting applications	High (Automotive Industry)
Touch Sensitivity	Good tactile feel for assembly and inspection work	High
Durability / Service Life	Long usable life under normal working conditions	Critical
Washability / Reusability	Ability to withstand repeated use (and washing where specified)	Medium
Odour-Free Material	No strong chemical or rubber odour	Medium
Defect-Free Appearance	Free from holes, coating defects, loose threads and contamination	Critical
Packaging Quality	Moisture-resistant, export-worthy packaging with proper labelling	High
Batch Traceability	Batch number and manufacturing traceability	High
Compliance with EN 388	Tested for abrasion, cut, tear and puncture resistance as applicable	Critical
Compliance with EN ISO 21420	Meets requirements for sizing, ergonomics, harmlessness and marking	Critical

Country-wise Import Compliances

Country-wise Importing Compliances	
Country	Major Compliance Requirements
Germany, Belgium, Netherlands, Italy, Spain	CE Marking, EN ISO 21420, EN 388, REACH, DoC
United Kingdom	UKCA (where applicable) or CE (depending on market), EN ISO 21420, EN 388
United States	ANSI/ISEA 105 performance reports, OSHA buyer requirements, ISO 9001 preferred
Canada	ANSI/ISEA 105 or equivalent, ISO 9001
Australia	AS/NZS 2161 or EN 388, ISO 9001
Saudi Arabia	CE, EN standards, buyer quality approval, recognised test reports
UAE	CE certification widely accepted, EN standards
Qatar	CE certification and buyer specifications
Kuwait	CE certification and importer quality requirements
Singapore	EN standards and technical documentation
Malaysia	EN standards and buyer quality requirements
Thailand	EN standards and importer specifications
South Korea	EN or equivalent recognised standards, technical documentation
Indonesia	EN standards and buyer quality approval
Turkey	CE Marking, EN standards (for PPE products)

DID YOU KNOW?

Industrial safety gloves are one of the world's most frequently reordered PPE products. Unlike machines or tools, these gloves wear out with regular use and must be replaced periodically, creating continuous year-round demand and making them an attractive export product with strong repeat business potential for merchant exporters.

Understanding Certificates (Country Specific)

Certificate	What is this certificate for
REACH	REACH Compliance – Confirms that the glove does not contain harmful chemicals above the limits permitted by the European Union.
CE Marking	CE Marking – Shows that the glove complies with the European Union's safety, health, and environmental requirements and can be legally sold in the EU.
EN ISO 21420	An international standard specifying the general requirements for protective gloves, including design, comfort, sizing, marking, and safety.
EN 388	A European standard that tests and rates industrial gloves for protection against abrasion, cuts, tears, punctures, and impact.
DoC	Declaration of Conformity (DoC) – A manufacturer's legal declaration stating that the glove meets all applicable safety standards and regulations.
UKCA (UK Conformity Assessed)	The UK product conformity mark required for certain products sold in Great Britain, similar to the EU's CE Marking.
ANSI/ISEA 105	An American standard that measures and classifies the performance of protective gloves against cuts, abrasion, punctures, and other mechanical hazards.
AS/NZS 2161	The Australian and New Zealand standard specifying the performance and safety requirements for occupational protective gloves.
Tip for New Exporters: In most cases, these certifications and test reports are provided by the manufacturer , and the merchant exporter should obtain copies overseas buyers.	

Tips for Merchant Exporter

A Merchant Exporter must ask the below listed certificates from the manufacturer:

Before approaching international buyers, request:

- ISO 9001 Certificate
- CE Declaration of Conformity (DoC)
- EN 388 Test Report
- EN ISO 21420 Test Report
- REACH Declaration
- Technical Data Sheet (TDS)
- Product Specification Sheet
- Product Catalogue
- Packing Details
- High-resolution product photographs
- Export carton specifications

These documents are generally sufficient for initial buyer discussions.

Ensure:

- The **test report matches the exact glove model** you are exporting.
- The **certificate is valid and not expired**.
- The **manufacturer's name on the certificate matches the supplier**.
- The document is issued by a **recognized and accredited testing laboratory or certification body**, where applicable.

Note for the Merchant Exporter

One of the biggest advantages of being a merchant exporter is that you do not need to obtain most technical certifications yourself. By partnering with a reliable, export-oriented manufacturer, you can use their product certifications, laboratory test reports, and quality documents to satisfy overseas buyer requirements. Your role is to **verify the authenticity and validity of these documents**, ensure they relate to the exact product being exported, and present them professionally to your buyers. This allows you to start exporting without investing in manufacturing or product testing facilities.

Industrial Safety Gloves are an excellent product for first-time merchant exporters. They enjoy year-round global demand, are sourced from well-established manufacturing clusters in India, and offer repeat business opportunities. By partnering with certified manufacturers, understanding buyer specifications, and focusing on quality rather than just price, new exporters can build a sustainable and profitable export business in the global PPE market.

					
PU COATED GLOVES	NITRILE COATED GLOVES	LATEX COATED GLOVES	FOAM NITRILE GLOVES	CUT RESISTANT GLOVES	DOUBLE DIPPED GLOVES

				
PRECISION WORK	OIL & GREASE HANDLING	CONSTRUCTION	ASSEMBLY WORK	METAL HANDLING

		
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 EXCELLENT GRIP	 HIGH ABRASION RESISTANCE	 CUT RESISTANT	 COMFORT & FLEXIBILITY	 BREATHABLE	 MULTI INDUSTRY USE	EN 388 4121X	CE	ISO 9001
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DID YOU KNOW?

The colour of an industrial safety glove often indicates its intended application. For example, grey or white PU-coated gloves are commonly used for precision assembly and electronics, while black or blue nitrile-coated gloves are preferred for oily environments because they hide grease and dirt better.

Country – Republic of Georgia

The Republic of Georgia is a country in the Caucasus region on the coast of the Black Sea. It is located at the intersection of Eastern Europe and West Asia, and is today generally regarded as part of Europe.

Georgia is bordered to the north and northeast by Russia; to the west by the Black Sea, to the south by Turkey and Armenia, and to the southeast by Azerbaijan.

It is a developing country with a very high Human Development Index and an emerging market economy. Sweeping economic reforms since 2003 have resulted in one of the freest business climates in the world, greater economic freedom and transparency, and among the fastest rates of GDP growth.

Georgia is a member of numerous international organizations, including the Council of Europe, Eurocontrol, BSEC, GUAM, and Energy Community.

Since October 2024, Georgia has been immersed in a deep political crisis.

DID YOU KNOW?

Georgia is the birth place of Wine. The technique they use for their winemaking involves a clay jar. This has been listed on the UNESCO Intangible Cultural Heritage of Humanity list.



Republic of Georgia	
Basic Information	Details
Language	Georgian & Abkhaz
Capital	Tbilisi
Currency	Georgian Lari (GEL)
	1 GEL = 36.77 INR
	1 USD = 2.62 GEL
Major Cities	Tbilisi; Batumi; Sokhumi Kutaisi; Gori; Poti; Rustavi; Zugdidi
Time	India is 1 hour 30 min ahead
Day Light Saving	No
Time Zones	Georgia Standard Time (UTC +4)
Income Group	Upper Middle Income Group
Indian Population	approx. 12,000



India – Georgia Map



Bilateral Trade between India and Georgia (2025)

- India's exports to Georgia have been approximately USD 279.44 million
- Georgia's exports to India were approximately USD 15.44 million
- India remains Trade Surplus with Georgia

Source: UN Comtrade

India - Georgia Bilateral Trade	
India Exports to Georgia	Georgia Exports to India
Delivery Trucks	Nitrogeneous Fertilizer
Frozen Bovine Meat	Petroleum Coke
Packaged Medicaments	Rolled Tobacco
Large Construction Vehicles	Copper Scrap
Iron Structures	Raw Lead
Telephones	Perfume Plants
Rice	Waste Scrap
Refractory Bricks	Medical Instruments
Household washing Machines	Chemical Analysis Instrument
Other Vinyl Polymers	Plastic Floor Covering
Refined Petroleum	Industrial Food Preparation Machines
Orthopedic Appliances	Scrap Aluminium
Raw Tobacco	Other Electrical Machinery
Source: OEC 2024-25	

Suggested Products for New Exporters		
Product Category	Opportunity for New Exporters	Trade Barriers / Import Regulations
Tea	Retail packs, supermarkets, Horeca	Georgian labelling requirements; food safety compliance
Rice	Ethnic stores, hotels, restaurants	Food labelling and phytosanitary requirements where applicable
Spices	Retail packs and food service sector	Food safety and labelling compliance
Dehydrated Onion & Garlic	Food processors and Horeca	Phytosanitary certificate and food safety requirements
Pharmaceuticals	Large market with repeat demand	Mandatory product registration and regulatory approvals
Surgical Disposables	Hospitals and distributors	Medical device registration and conformity requirements
Industrial Gloves	Industrial distributors and safety suppliers	Compliance documents and product specifications may be required
Cotton Home Textiles	Hotels and retail chains	Fibre composition and textile labelling requirements
Jute Bags	Eco-friendly packaging market	General product labelling requirements
Stainless Steel Kitchenware	Household retail stores	Food-contact material compliance may be requested by buyers
Auto Components	Independent aftermarket	Technical specifications and quality certifications often required
Cotton Garments	Retail and fashion sector	Textile labelling requirements; higher tariff than many other products

These products typically require **lower order quantities**, have **multiple suppliers in India**, and are suitable for **container consolidation (LCL)**, making them ideal for new merchant exporters.

Import Duty in Georgia

Georgia's customs duty may be **0%, 5%, or 12% depending on the exact HS Code**, so exporters should always verify the applicable rate using the product's HS code before quoting prices to buyers.

For Import duty please check from www.indiantradeportal.in

Quality Certificates and Registrations Required for Exporting to Georgia

Quality Certificates and Mandatory Registrations Required			
Sector	Certificate / Registration / Requirement	Issuing Authority in India	Mandatory for India or Georgia
Textiles & Garments	Certificate of Origin (Non-Preferential) Quality Certificate (if requested) OEKO-TEX Standard 100 (Buyer Requirement) GOTS (Organic Textiles) ISO 9001	Authorized CoO Issuing Agencies Textile Committee Authorized Certification Bodies Approved Certification Bodies Accredited Certification Bodies	Georgia – Usually Required for Customs (CoO) Buyer Requirement Buyer Requirement (Organic Textiles) Buyer Requirement Not Mandatory
Plastics & Plastic Products	Certificate of Origin Test Certificate / Material Analysis Report ISO 9001 REACH / RoHS (where applicable) Declaration of Conformity (DoC)	Authorized Agencies NABL Accredited Laboratory Accredited Certification Bodies Manufacturer / Accredited Agency Manufacturer	Georgia – Usually Required for Customs Buyer Requirement Not Mandatory Product Specific (Especially if entering EU supply chains) Product Specific
Leather & Footwear	Certificate of Origin Leather Testing Certificate ISO 9001 REACH Compliance (Leather Chemicals) Social Compliance (SA8000/SEDEX)	Authorized Agencies CLRI / Accredited Labs Certification Bodies Manufacturer / Accredited Lab Certification Bodies	Customs Requirement Buyer Requirement Not Mandatory Buyer Requirement Buyer Requirement
Gems & Jewellery	Certificate of Origin Hallmark Certificate (Gold/Silver) Kimberley Process Certificate (Diamonds) Assay Certificate	Authorized Agencies BIS Hallmarking Centres GJEPC / Kimberley Process Office Authorized Assaying Centres	Customs Requirement Product Specific Mandatory for Rough Diamonds Buyer Requirement
Pharmaceuticals	Manufacturing Licence WHO-GMP Certificate Certificate of Pharmaceutical Product (CoPP) Product Registration with Georgian Health Authority Free Sale Certificate	State Drug Controller CDSCO / State FDAC DSCO Importer / Georgian Authority State FDA / CDSCO	India – Mandatory Generally Mandatory Usually Required Mandatory before Commercial Sale Often Required
Cosmetics	Manufacturing Licence GMP (ISO 22716) Free Sale Certificate Product Information File (PIF) Ingredient & Safety Documentation	State FDAC Certification Body State FDAC Manufacturer Manufacturer	India – Mandatory Buyer / Importer Requirement Generally Required Generally Required Mandatory under Cosmetic Regulations
Engineering & Manufactured Products	Certificate of Origin Inspection Certificate ISO 9001 CE Marking (where applicable) Declaration of Conformity (DoC) Product Test Reports	Authorized Agencies Inspection Agencies Certification Bodies Manufacturer / Notified Body Manufacturer NABL / Accredited Laboratory	Customs Requirement Buyer Requirement Not Mandatory Mandatory only for regulated products or where required by importer Product Specific Buyer Requirement
Electrical & Electronic Products	Certificate of Origin CE Marking RoHS Compliance EMC/LVD Test Reports Declaration of Conformity	Authorized Agencies Manufacturer / Notified Body Manufacturer Accredited Laboratory Manufacturer	Customs Requirement Required for many regulated electrical products Product Specific Product Specific Generally Required
Medical Devices & Healthcare Products	ISO 13485 CE Certificate Declaration of Conformity Free Sale Certificate Product Registration (if applicable)	Certification Bodies Notified Body Manufacturer CDSCO Georgian Authority	Buyer / Importer Requirement Generally Required Required for regulated devices Often Required Product Specific
Food & Agricultural Products	FSSAI Licence Health Certificate Phytosanitary Certificate (Plant Products) Veterinary Health Certificate (Animal Products) Certificate of Origin HACCP / ISO 22000	FSSAI EIC / Competent Authority Plant Quarantine Authority EIC / Animal Husbandry Authority Authorized Agencies Certification Bodies	India – Mandatory Mandatory for many food products Mandatory for plants & seeds Mandatory for meat & dairy Usually Required Strong Buyer Requirement
Organic Food Products	NPOP Organic Certificate Certificate of Inspection (COI) (where required) Traceability Documentation	APEDA Accredited Certification Bodies Certification Agency Exporter	Mandatory for products sold as Organic Product Specific Buyer Requirement

Useful websites for Buyer Finding in Georgia

Useful links for Buyer Finding in Georgia		
Platform / Organization	Website	Why It Is Useful
Enterprise Georgia (Government of Georgia)	https://www.enterprisegeorgia.gov.ge	Official investment and trade promotion agency; helps identify Georgian importers, distributors and business opportunities.
Georgian Chamber of Commerce & Industry (GCCI)	https://gcci.ge	Official chamber with member directory, networking events, trade missions and business matchmaking.
Invest in Georgia	https://investingeorgia.org	Government investment portal with sector information and contacts for local businesses.
Revenue Service of Georgia (Customs)	https://www.rs.ge	Customs procedures, import regulations, tariff information and importer guidance.
Georgia Trade Information Portal	https://www.tradeportal.gov.ge	Official trade portal providing import procedures, documentation requirements and market access information.
Ministry of Economy and Sustainable Development of Georgia	https://www.economy.ge	Government ministry responsible for trade, industry and economic development policies.
Embassy of India, Tbilisi	https://www.eoitbilisi.gov.in	Trade enquiries, business delegation support, Indian exporter assistance and commercial contacts.
India–Georgia Business Council	https://indiageorgiabusiness.org	Business networking platform promoting trade and investment between India and Georgia.
European Business Association (EBA Georgia)	https://eba.ge	Excellent source for identifying established importers, distributors and sector-specific companies.
American Chamber of Commerce in Georgia (AmCham Georgia)	https://amcham.ge	Directory of international companies operating in Georgia and networking opportunities.
GeoStat – National Statistics Office of Georgia	https://www.geostat.ge	Official trade statistics, import data and sector-wise market analysis.
Tbilisi Silk Road Forum	https://www.tbilisirsf.gov.ge	International business forum connecting exporters, importers, logistics providers and investors.
ExpoGeorgia Exhibition Center	https://expogeorgia.ge	Georgia's leading exhibition venue hosting trade fairs across food, agriculture, healthcare, construction and manufacturing.
Agro Food Drink Tech Expo Georgia	https://expogeorgia.ge	Major exhibition for food, agriculture, beverages and food processing buyers.
Caucasus Build	https://caucasusbuild.com	Leading exhibition for construction materials, engineering products and building technologies.
Alibaba	https://www.alibaba.com	Search verified Georgian importers, wholesalers and distributors.
Global Sources	https://www.globalsources.com	Useful for finding international buyers sourcing from India, including Georgian companies.



DID YOU KNOW?

Georgia has 12 different climate zones. With climates ranging from subtropical to semi-desert and even alpine, Georgia is one of the most ecologically diverse countries on the planet.

State – Engineering States of India

India's Engineering Industry at a Glance

India's engineering industry is one of the country's largest industrial sectors and the single biggest contributor to India's merchandise exports. From precision components and industrial machinery to automobiles, aerospace parts, electrical equipment, and heavy engineering, Indian manufacturers supply products to more than 200 countries and territories. Backed by a large MSME ecosystem, a skilled workforce, globally competitive manufacturing costs, and increasing emphasis on quality and innovation, India has emerged as a trusted engineering sourcing destination for buyers across the world.

Key Highlights of India's Engineering Sector

- India's engineering sector contributes **around 25–27% of the country's total merchandise exports**, making it the **largest export sector** in India.
- India exports engineering goods to **over 200 countries and territories**, with the **United States** being the largest single export destination.
- Engineering exports from India are valued at **over US\$100 billion annually**, making the sector one of the country's biggest foreign exchange earners.
- India is among the **world's leading manufacturers** of automobiles, auto components, industrial pumps, castings, forgings, machine tools, electrical equipment, railway equipment, and precision-engineered products.
- India is the **world's largest manufacturer of tractors by volume** and one of the largest producers of two-wheelers and commercial vehicles.

- India has become a preferred global sourcing destination for **precision engineering, industrial components, castings, forgings, fasteners, brass components, pumps, valves, and electrical machinery**.
- More than **70% of India's engineering manufacturing base consists of MSMEs**, offering buyers flexibility, customization, and competitive pricing.
- The country has a strong network of specialized industrial clusters such as **Rajkot (machine tools and castings), Jamnagar (brass components), Coimbatore (pumps), Pune (automobiles), Bengaluru (aerospace), Chennai (automobiles), Ludhiana (fasteners and bicycle parts), and Jalandhar (hand tools)**.

India's Position in the Global Engineering Industry

- India is widely regarded as **one of the world's leading engineering manufacturing and sourcing destinations**, particularly for cost-effective, high-quality industrial products.
- India is among the **top global exporters of engineering goods** and continues to strengthen its presence in developed and emerging markets.
- The country is increasingly recognized as a **China+1 sourcing alternative**, as global buyers diversify supply chains to reduce dependence on a single manufacturing base.
- India has established itself as a reliable supplier for multinational companies in sectors such as automotive, aerospace, renewable energy, construction, industrial machinery, and electrical equipment.
- Indian engineering companies manufacture according to international standards such as **ISO, CE, UL, ASME, API, ASTM, DIN, IEC, and EN**, enabling access to demanding export markets.

India's Major Competitors

India competes with several established manufacturing nations, depending on the product category:

- **China** – The world's largest engineering manufacturing hub with unmatched scale and integrated supply chains.
- **Germany** – Renowned for premium machine tools, industrial automation, precision engineering, and advanced manufacturing.
- **Japan** – Strong in automotive engineering, robotics, industrial machinery, and high-precision equipment.
- **South Korea** – Competitive in automobiles, shipbuilding, electronics, and heavy engineering.
- **Italy** – A global leader in industrial machinery, packaging equipment, pumps, and precision engineering.
- **Taiwan** – Known for machine tools, precision components, electronics manufacturing, and industrial equipment.
- **Turkey** – Emerging competitor in automotive components, machinery, and steel products, particularly in Europe and the Middle East.
- **Vietnam** – Rapidly growing as a manufacturing base for electronics, machinery, and industrial products.
- **Thailand** – A major exporter of automotive parts, electrical appliances, and industrial machinery.
- **Mexico** – Strong competitor in automotive manufacturing and engineering exports to North America.

Why India Matters to Global Buyers

- **Cost competitiveness:** High-quality engineering products at competitive prices compared with many developed manufacturing economies.
- **Large supplier ecosystem:** Thousands of manufacturers ranging from MSMEs to globally recognized corporations.
- **Strong technical talent:** One of the world's largest pools of engineers, technicians, and skilled manufacturing professionals.
- **Customization capabilities:** Indian manufacturers are well known for producing customized products in low, medium, and high volumes.
- **International quality standards:** Many exporters comply with global certifications required by North American, European, Middle Eastern, & Asian markets.
- **Diverse product range:** Buyers can source everything from simple fasteners & castings to advanced aerospace & defence components from a single country.
- **Strategic geographic location:** India offers efficient shipping connectivity to the Middle East, Africa, Europe, Southeast Asia, and Oceania.
- **Supply chain diversification:** Many international buyers are increasing procurement from India as part of their risk mitigation & supplier diversification strategies.
- **Policy support:** Continued government investment in manufacturing, infrastructure, digitalization, & export promotion enhances India's long-term competitiveness.
- **Reliable long-term partner:** India's democratic institutions, established legal framework, and growing manufacturing capabilities make it an increasingly dependable destination for global engineering sourcing.

Sourcing Guide for Important Engineering Exportable Products (for SMEs)

State	District / City	Engineering Product Exported by SMEs
Karnataka	Bengaluru	Precision engineering, aerospace components (SME vendors), CNC components, industrial automation
	Belagavi	Precision castings, forgings, aerospace castings
	Mysuru	Precision engineering, machine tools
Haryana	Faridabad	Machine tools, industrial machinery, fabricated equipment
	Gurugram	Auto components, sheet metal components, precision engineering
	Manesar	Automotive components, precision machined parts
Uttar Pradesh	Ghaziabad	Transformers, switchgear, fabricated steel structures
	Noida / Greater Noida	Electronics, electrical equipment, precision engineering components
	Kanpur	Leather machinery, textile machinery, industrial equipment
Rajasthan	Bhiwadi	Auto components, fabricated engineering products
	Alwar	Electrical equipment, automotive components
	Jaipur	Industrial valves, fabricated equipment, pumps
Madhya Pradesh	Indore	Pumps, machine tools, fabricated engineering products
	Pithampur	Auto components, industrial components
Telangana	Hyderabad	Precision machined parts, aerospace components, industrial electronics
Andhra Pradesh	Visakhapatnam	Marine engineering products, fabricated equipment
	Vijayawada	Agricultural machinery, pumps
West Bengal	Howrah	Castings, pumps, valves, engineering fabrication
	Kolkata	Industrial machinery, heavy fabrication
Jharkhand	Jamshedpur	Precision engineering products, fabricated steel products
Odisha	Rourkela	Steel fabrication, engineering structures
Kerala	Kochi	Marine engineering products, ship repair components
Goa	Verna	Precision machined components, auto components
Uttarakhand	Haridwar	Electrical equipment, fabricated engineering products
Chhattisgarh	Pantnagar	Auto components
	Bhilai	Fabricated steel products, engineering structures

New Exporters and Merchant Exporters can look for these Products – Part 1

Sourcing Guide for Important Engineering Exportable Products (for SMEs)		
State	District / City	Engineering Product Exported by SMEs
Gujarat	Jamnagar	Brass components, brass fittings, electrical terminals, plumbing fittings, cable glands
	Rajkot	Diesel engines, pumps, valves, castings, forgings, bearings, CNC machined parts, agricultural machinery, machine tools
	Ahmedabad	Textile machinery, industrial pumps, valves, process equipment
	Vadodara	Switchgear panels, electrical control panels, transformers, industrial electrical equipment
	Morbi	Ceramic machinery, kiln equipment, industrial burners
	Bharuch / Dahej	Copper products, industrial process equipment
Maharashtra	Bhavnagar	Marine hardware, industrial castings, ship equipment
	Pune	Auto components, precision machined parts, hydraulic equipment, industrial machinery
	Kolhapur	Iron castings, steel castings, forgings
	Nashik	Electrical equipment, industrial pumps, fabricated components
	Chhatrapati Sambhajnagar (Aurangabad)	Auto components, precision engineering parts
Tamil Nadu	Mumbai / Navi Mumbai	Industrial valves, pumps, engineering assemblies
	Coimbatore	Pumps, electric motors, textile machinery, valves, castings, compressors
	Chennai	Auto components, industrial machinery, fabricated engineering products
	Hosur	Precision machined parts, CNC components, automotive components
Punjab	Tiruchirappalli	Boilers, pressure vessels, fabrication products
	Ludhiana	Industrial fasteners, bicycle parts, chains, sewing machine parts, agricultural machinery
	Jalandhar	Hand tools, pipe fittings, industrial tools, forging products
Punjab	Batala	Agricultural machinery, machine tools

Continued in Part 2

State	District / City	Engineering Product Exported by SMEs
Karnataka	Bengaluru	Precision engineering, aerospace components (SME vendors), CNC components, industrial automation
	Belagavi	Precision castings, forgings, aerospace castings
	Mysuru	Precision engineering, machine tools
Haryana	Faridabad	Machine tools, industrial machinery, fabricated equipment
	Gurugram	Auto components, sheet metal components, precision engineering
	Manesar	Automotive components, precision machined parts
Uttar Pradesh	Ghaziabad	Transformers, switchgear, fabricated steel structures
	Noida / Greater Noida	Electronics, electrical equipment, precision engineering components
	Kanpur	Leather machinery, textile machinery, industrial equipment
Rajasthan	Bhiwadi	Auto components, fabricated engineering products
	Alwar	Electrical equipment, automotive components
	Jaipur	Industrial valves, fabricated equipment, pumps
Madhya Pradesh	Indore	Pumps, machine tools, fabricated engineering products
	Pithampur	Auto components, industrial components
Telangana	Hyderabad	Precision machined parts, aerospace components, industrial electronics
Andhra Pradesh	Visakhapatnam	Marine engineering products, fabricated equipment
	Vijayawada	Agricultural machinery, pumps
West Bengal	Howrah	Castings, pumps, valves, engineering fabrication
	Kolkata	Industrial machinery, heavy fabrication
Jharkhand	Jamshedpur	Precision engineering products, fabricated steel products
Odisha	Rourkela	Steel fabrication, engineering structures
Kerala	Kochi	Marine engineering products, ship repair components

Best states for merchant exporters

For merchant exporters looking to build a supplier network, these states offer the widest range of export-ready SME engineering products:

1. **Gujarat** – Brass components, pumps, valves, castings, machine tools, electrical equipment.
2. **Tamil Nadu** – Pumps, motors, textile machinery, auto components.
3. **Maharashtra** – Auto components, castings, precision engineering.
4. **Punjab** – Fasteners, hand tools, agricultural machinery.
5. **Karnataka** – Precision engineering, aerospace supplier base.
6. **Haryana** – Auto components and industrial machinery.
7. **Uttar Pradesh** – Electrical equipment and precision engineering.
8. **West Bengal** – Castings, pumps, and fabrication.

These clusters are especially suitable for merchant exporters because they have large MSME ecosystems, established export experience, and suppliers accustomed to working with export houses.

DID YOU KNOW?

Tamilnadu is called the “Detroit of India”. Tamilnadu has a large number of automobile industries in India.

Product, Importing Country and Industry that Imports.

Engineering Products and Its Import Countries		
Engineering Product	Major Importing Countries	Industry in the Importing Country
Auto Components & Spare Parts	USA, Germany, Mexico, Brazil, Italy, Turkey, UK	Automobile OEMs, Aftermarket, Commercial Vehicle Manufacturers
Passenger & Commercial Vehicles	South Africa, Saudi Arabia, Mexico, Chile, UAE, Nepal	Automotive Distribution, Public Transport, Logistics & Fleet Operators
Electrical Equipment (Switchgear, Panels, Electrical Machinery)	USA, UAE, Saudi Arabia, UK, Germany	Power Distribution, Construction, Industrial Manufacturing, Utilities
Industrial Machinery & Machine Tools	USA, Germany, UAE, Bangladesh, Indonesia	Manufacturing, Metalworking, Fabrication, Engineering Workshops
Iron & Steel Castings	USA, Germany, Italy, France, UK	Automotive, Construction Equipment, Pumps & Valves, Heavy Machinery
Forgings	USA, Germany, Japan, Italy, Mexico	Automotive, Railways, Oil & Gas, Heavy Engineering
Steel Pipes & Tubes	USA, UAE, Saudi Arabia, Australia, Oman	Oil & Gas, Construction, Infrastructure, Water Supply
Industrial Pumps	USA, UAE, Saudi Arabia, Indonesia, Egypt	Water Treatment, Agriculture, Oil & Gas, Chemical Processing
Industrial Valves	USA, UAE, Saudi Arabia, Singapore, Australia	Oil & Gas, Petrochemicals, Power Plants, Water Utilities
Brass Components & Precision Turned Parts	USA, Germany, Italy, UK, France	Electrical, Plumbing, Electronics, Automotive, Industrial Equipment
Fasteners (Bolts, Nuts, Screws, Washers)	USA, Germany, UK, France, Italy	Automotive, Construction, Machinery, Furniture Manufacturing
Precision Machined Components	Germany, USA, Japan, Switzerland	Aerospace, Automotive, Medical Devices, Industrial Machinery
Textile Machinery	Bangladesh, Vietnam, Turkey, Indonesia, Egypt	Textile Mills, Garment Manufacturing, Technical Textiles
Hand Tools	USA, Germany, UK, Australia, Canada	Construction, Maintenance, Manufacturing, DIY Retail
Agricultural Machinery & Equipment	Bangladesh, Nepal, Nigeria, Kenya, Tanzania	Agriculture, Farm Mechanization, Irrigation, Agri-Equipment Dealers



Trade Knowledge - H.S. Code

Avoid mistakes in selecting H.S. Code

Every product traded internationally is identified by a unique **H.S. Code (Harmonized System Code)**. Think of it as a **global identity card** for a product. Just as every person has a unique identity, every export and import product has an HS Code that helps customs authorities identify it correctly.

The HS Code plays a vital role in international trade. It helps customs officials determine the applicable customs duty, import regulations, export incentives, documentation requirements, and quality certifications. It is also used to prepare trade statistics and monitor the movement of goods across countries.

Choosing the correct HS Code is one of the most important responsibilities of an exporter. A wrong HS Code can lead to customs delays, shipment inspections, incorrect duty payment, and denial of export benefits, penalties, or even rejection of the shipment by customs authorities.

On the other hand, selecting the correct HS Code offers several advantages:

- Smooth customs clearance with fewer delays.
- Correct payment of customs duties and taxes.
- Eligibility for export incentives and government benefits.
- Easy identification of applicable quality certifications and compliance requirements.
- Faster preparation of export documents.
- Better communication with overseas buyers and customs authorities.
- Accurate trade data for market research and business planning.
- Reduced risk of penalties, disputes, and shipment reclassification.

For new exporters, it is always advisable to verify the HS Code before accepting an export order. Spending a little time on selecting the right HS Code can save significant time, money, government benefits.

Remember: A product may change, a market may change, and regulations may change—but the habit of choosing the correct HS Code will always remain one of the foundations of successful international trade.

Expert Advice

Think like a Customs Officer, not like a trader.

Customs officers don't ask, "**What do you call this product?**" They ask:

- **What is it?**
- **What is it made of?**
- **What is its main function?**
- **How is it manufactured?**
- **Which HS description matches it exactly?**

If you can answer these questions confidently, you are far more likely to select the correct HS Code.

This practical approach helps beginners develop the right mindset for classification without needing to understand the technical language of the GRI from day one.

Important Points

- Every **Chapter** has one or more **4-digit headings**.
- Every **Heading** belongs to only one chapter.
- Every **Subheading (6 digits)** belongs to one 4-digit heading.
- The **first four digits are the same worldwide** because they are defined by the World Customs Organization.

For example, **0904** means **Pepper** in India, the USA, Germany, Japan, Brazil, and every other country that follows the HS.

A simple way to remember

09 → Chapter

0904 → Heading

090411 → Subheading

09041110 → Indian Tariff Item

Important Note:

- **Chapter** = 2 digits = A broad category (like a department in a store)
- **Heading** = 4 digits = A specific product group within that department
- **Subheading** = 6 digits = A more detailed classification
- **Tariff Item** = 8 digits = Country-specific classification for customs purposes

Expert Tip

The HS follows the principle that **a specific description prevails over a general description.**

Example		
Product	Material	Actual HS Classification
Steel Spoon	Steel	Chapter 73
Steel Thermos	Steel	Heading 9617
Steel Scissors	Steel	Heading 8213
Steel Padlock	Steel	Heading 8301

Expert Tips for New Exporters to Avoid H.S. Code Mistakes (with examples)

1. Know your product thoroughly before searching for its H.S. Code.

Understand what the product is made of, how it is manufactured, and its primary use.

Example: Before classifying **activated carbon**, find out whether it is made from coconut shell, coal, or wood and whether it is used for water purification, air filtration, or gold recovery.

2. Never classify a product based only on its name.

Products with similar names can have completely different HS Codes.

Example: "Gloves" may be classified differently depending on whether they are **medical nitrile gloves, industrial rubber gloves, leather gloves, or knitted cotton gloves.**

3. Ask your manufacturer for the HS Code, but don't rely on it blindly.

Manufacturers usually know their product well, but mistakes can happen.

Example: A manufacturer of **brass valves** may provide one HS Code, but if your product is actually a valve with electronic controls, the classification could be different.

4. Collect the product catalogue, technical specifications, and photographs.

These documents help customs authorities understand the product correctly.

Example: When exporting an **industrial pump**, the catalogue will specify whether it is a centrifugal pump, submersible pump, or chemical pump, each of which may fall under different subheadings.

5. Check previous export documents.

If the same product has been exported successfully before, review the Shipping Bill or Commercial Invoice.

Example: If your company has previously exported **Basmati rice**, verify the HS Code used in earlier shipments before preparing new documents.

6. Read the product description, not just the code.

Two HS Codes may look similar but describe different products.

Example: While exporting **green tea**, ensure the heading specifically covers green tea and not black tea or flavoured tea.

7. Don't classify only by material.

Many products are classified according to their function rather than the material from which they are made.

Example: A **vacuum-insulated stainless steel thermos** is classified as a vacuum flask, not simply as a stainless steel household article.

8. Consider the product's primary purpose.

Ask what the product is mainly designed to do.

Example: A **drone used for aerial photography** may have a different classification from a drone designed primarily as a toy.

9. Always use the latest Customs Tariff.

HS Codes are periodically revised.

Example: Before exporting **solar panels**, check the latest tariff because classifications and policy conditions may have changed.

10. Don't depend only on internet search results.

Many websites display outdated or incomplete HS Codes.

Example: While searching for the HS Code of **moringa powder**, verify the result using the official Customs Tariff instead of relying solely on search engines.

11. Compare similar HS Codes carefully.

Read all possible headings before making a decision.

Example: **Plastic containers** and **plastic packaging articles** may appear similar but can fall under different tariff classifications depending on their design and use.

12. Check whether the product requires any special certification.

The HS Code often determines regulatory requirements.

Example: **Medical disposable syringes** may require regulatory approvals that ordinary plastic products do not.

13. Seek expert advice when in doubt.

Professional guidance is much cheaper than correcting a customs dispute.

Example: If you are exporting a **CNC machine with robotic attachments**, consult a customs expert before filing export documents.

14. Maintain your own HS Code database.

Create a master list of products you export regularly.

Example: If you export **castor oil, sesame seeds, and cumin seeds**, maintain a spreadsheet with their verified HS Codes and product descriptions for future shipments.

15. Preserve supporting documents.

Keep technical literature ready in case Customs asks for clarification.

Example: When exporting **LED street lights**, retain catalogues showing wattage, voltage, and intended use.

16. Never choose an H.S. Code simply because it attracts lower duty or offers higher export incentives.

The classification must reflect the product, not the financial benefit.

Example: A **processed fruit puree** should not be declared as fresh fruit just because the duty structure is more favourable.

17. Verify the HS Code when changing suppliers.

The same product may vary in construction or features.

Example: One supplier's **industrial fastener** may be made entirely of steel, while another supplies a stainless steel version or a fastener with plastic components that may require different classification.

18. Obtain expert advice for technically complex products.

Specialized products often require detailed analysis.

Example: **Laboratory testing equipment** or **medical diagnostic instruments** may require careful classification because of their sophisticated functions.

19. Learn the HS Code structure gradually.

Understanding the hierarchy makes classification much easier.

Example: If you export **cotton T-shirts**, learn how the classification progresses from **Chapter 61** → **Heading 6109** → **Subheading 610910** → **Indian Tariff Item 61091000**.

20. Never guess the H.S. Code.

If two classifications appear possible, spend time verifying the correct one before exporting.

Example: If you are exporting a **gift hamper containing chocolates, tea, and cookies**, don't assume a single product code. Composite goods and retail sets often require careful classification.

DID YOU KNOW?

In the Harmonized System (HS), a Heading is always identified by a 4 – digit code. This is a universal rule followed by all countries using the H.S.

The Hierarchy is:

Level	Number of Digits	Example	Description
Section	No code	Section XI	Textiles and Textile Articles
Chapter	2 digits	61	Articles of Apparel, Knitted or Crocheted
Heading	4 digits	6109	T-shirts, Singlets and Other Vests
Subheading	6 digits	610910	Of Cotton
National Tariff Item (India)	8 digits	61091000	Cotton T-shirts



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Solve real-world challenges.



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DON'T JUST VISIT CANTON FAIR... BUILD YOUR **IMPORT EXPORT** BUSINESS!

OTHER TOUR PACKAGES

They take you to the Fair

	Flight	✓
	Hotel	✓
	Visa	✓
	Fair Entry / Buyer Badge	✓
	Local Transport	✓
	Tour Coordination	✓
	Business Guidance	✗

RESULT: You Visit Canton Fair

Vs

iiiEM TRADE TOURS

They help you build your
IMPORT EXPORT BUSINESS

	Everything in Other Packages	✓
	Pre Tour Training & Orientation	✓
	Product Selection & Market Insights	✓
	Supplier Identification & Verification	✓
	Negotiation & Pricing Strategy	✓
	Payment Terms & Risk Management	✓
	Factory Visit Support (Where Applicable)	✓
	Quality Check & Inspection Awareness	✓
	Shipping, Customs & Import Process	✓
	EIS, Compliance & Documentation Guidance	✓
	Business Networking with Importers	✓
	Post Tour Support & Handholding	✓

RESULT: You Build Your Import Export Business

THE DIFFERENCE IS NOT IN THE PRICE, THE DIFFERENCE IS IN THE VALUE!



Avoid Costly
Mistakes



Save Time in
Finding Right
Suppliers



Negotiate
Better Deals



Reduce Risk in
Importing



Build Long-Term
Business



Gain Confidence
& Clarity

WHY WAIT?

**EVERY DAY YOU DELAY,
YOUR COMPETITOR
MOVES AHEAD!**



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for everyone.



Early Connections =
Better Deals.



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SHREE DINESHBHAI PATEL
CHAIRMAN - APMC UNJHA

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AFTER
GLOBAL EXPORT

Exporter's Corner



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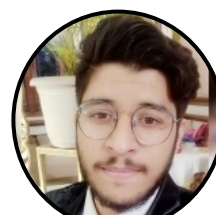
Aditi Makhariya

- 📍 Location - Vadodara
- 🌿 Product - Makhana - Export
- 🌐 Country - UAE



Seema Dyma

- 📍 Location - Pune
- 🌿 Product - Fresh Ginger - Export
- 🌐 Country - UAE



Burhanuddin Nalwala

- 📍 Location - Pune
- 🌿 Product - Jaggery (Export)
- 🌐 Country - Kuwait



Suraj Patel

- 📍 Location - Vadodara
- 🌿 Product - Flour Processing Machinery (Export)
- 🌐 Country - Vietnam



Pavan Kumar C.

- 📍 Location - Bangalore
- 🌿 Product - Areca Leaf Plates
- 🌐 Country - UAE

Student's Placement



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Siddharth Arora

- Location - Ahmedabad
- Job Location - Ahmedabad
- Designation - Supply Chain Executive
- Industry - Healthcare Industry



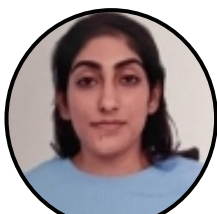
Harsh Harchandani

- Location - Bewar
- Job Location - Ahmedabad
- Designation - Commercial Executive
- Industry - Manufacturing & Export



Neel Patel

- Location - Ahmedabad
- Job Location - Ahmedabad
- Designation - Jr. Executive Export
- Industry - Freight Forwarding



Richa Katariya

- Location - Junagadh
- Job Location - Ahmedabad
- Designation - International Marketing Executive
- Industry - Export Import



Ashwini Ahire

- Location - Surat
- Job Location - Surat
- Designation - Sales & Marketing Executive
- Industry - Manufacturing & Export



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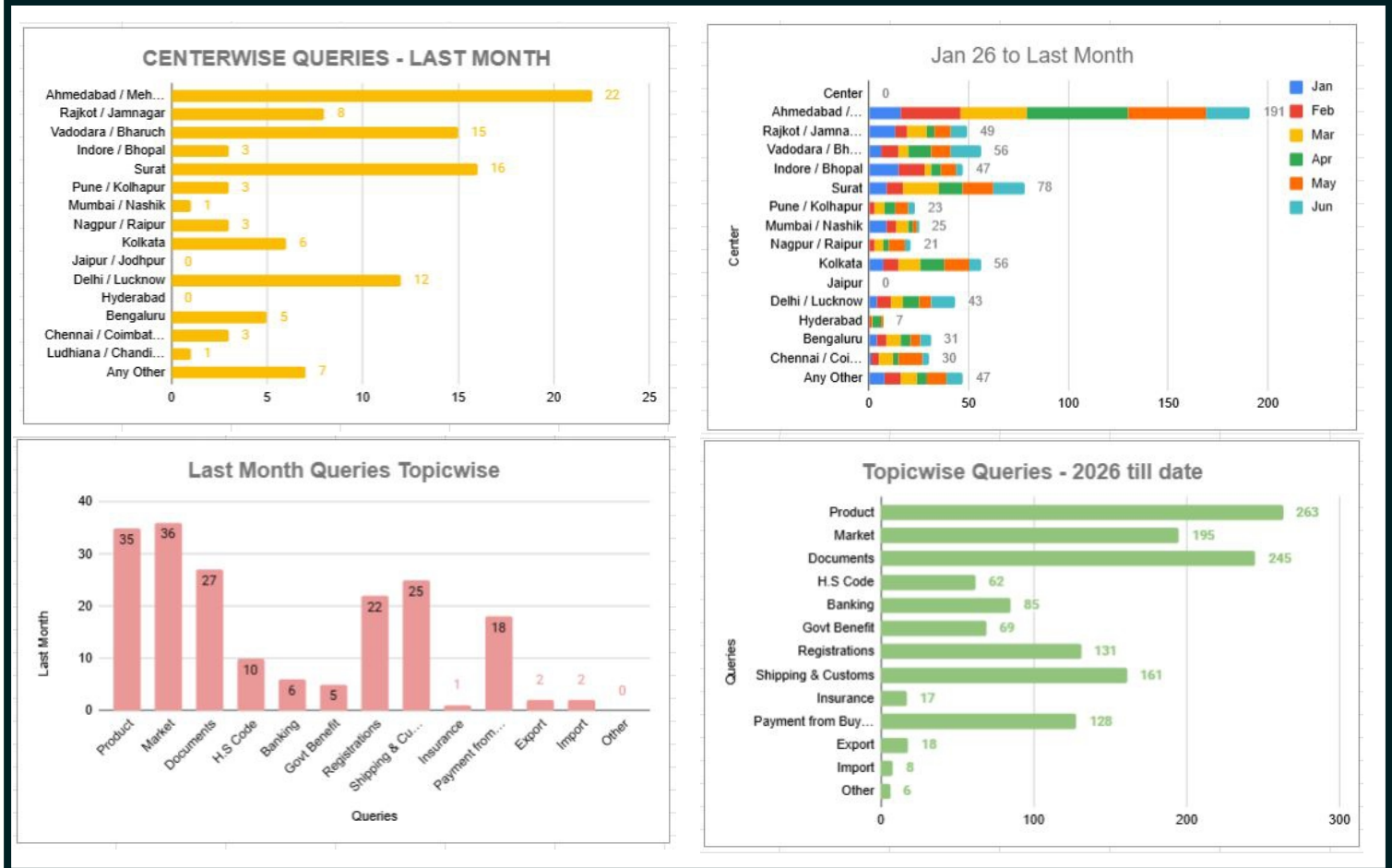
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We bring for you here the analytical reports of the iiiEM Free Lifetime Services for the month.

Technical Support Chart





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Own Factory Visit



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Repeat Sessions
whenever needed

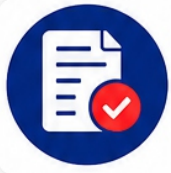


JOB ASSISTANCE

—



RECORDED LEARNING SESSIONS



EXPORT DOCUMENTATION SET-UP

IEC, MSME, GST, RCMC &
Port Registration



PRODUCT & MARKET RESEARCH REPORTS WITH BUYER DATA



DIGITAL BUSINESS SET-UP

Build Your Online
Export Presence



HANDHOLDING SUPPORT FOR YOUR FIRST 5 SHIPMENTS

We are with you in your
initial export journey



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End-to-End Guidance for
Successful Export



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EXPORT



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Building Exporters,
WORLDWIDE

\$3.5T The U.S. is at the center of the world's three largest trade relationships.

\$2.6T

\$1.5T

\$949B \$870B \$832B \$786B \$756B \$753B \$683B

U.S. China Germany UK Netherlands Hong Kong France Japan India Mexico



China U.S. Germany Netherlands Hong Kong Japan Italy S. Korea UAE France

\$989B \$754B \$738B \$726B \$709B \$707B \$683B

\$1.8T

\$2.2T

\$3.8T

TOP 10 IMPORTERS

AND EXPORTERS

VALUE IN GLOBAL GOODS TRADE IN 2025



Source: World Trade Organization



Where Data Tells the Story

