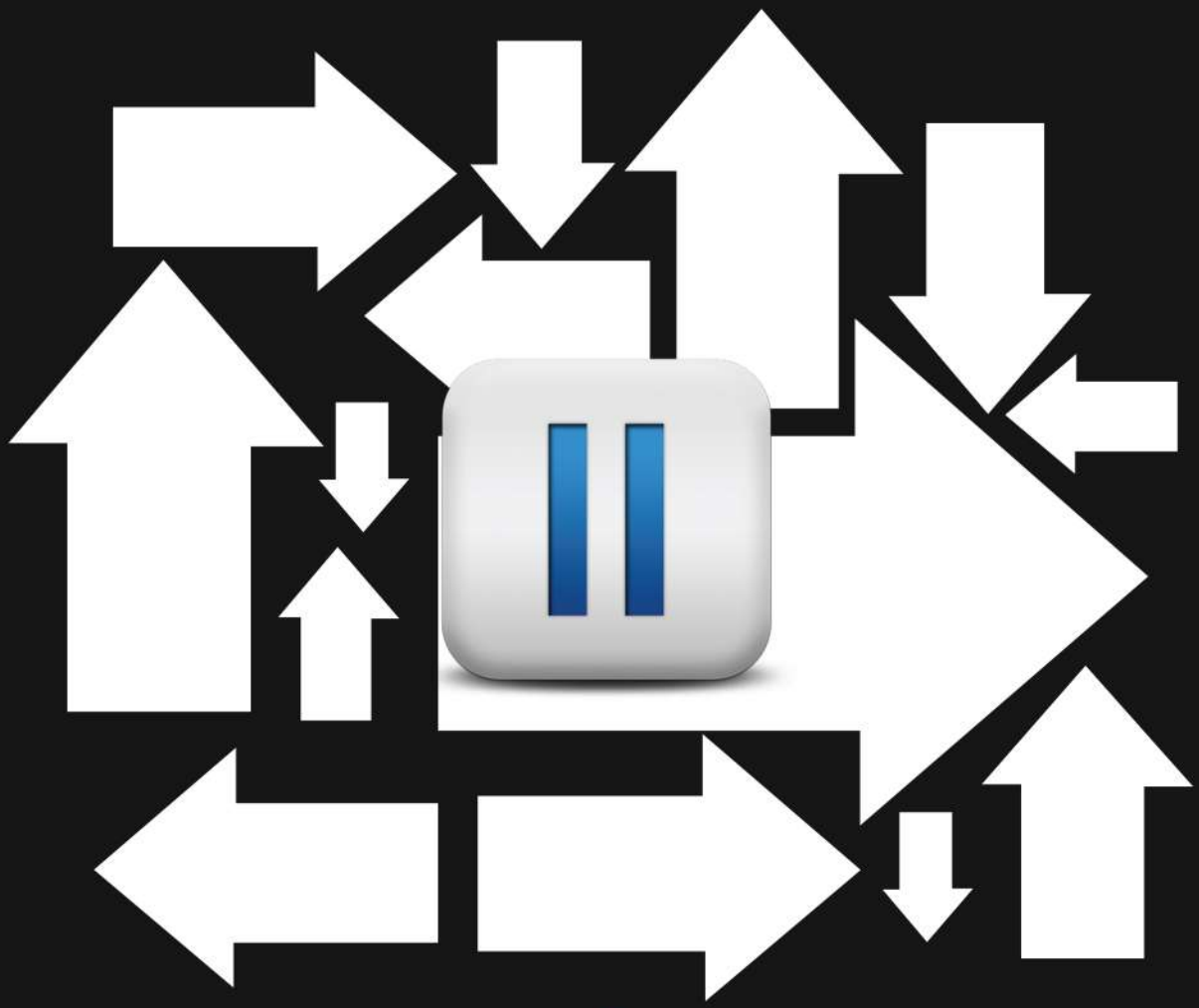
PRARAMBH

An Export Import Trade Magazine



Economic Chaos

An Initiative by iiiEM

Vol: III | March 2025

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Forward

India is resilient and stealthily moving ahead amidst the global tariff tsunami.

No retaliation, no noise, no disrespectful statements, no mean words by Indian diplomats and government.

India means action, with determination and patience.

India is working on three-fronts to ease the tariff levies by the USA.

- **First front: US trade deal**

India is trying to sign a partial bilateral trade agreement (BTA) with the US before the end of 90-day pause on higher tariffs announced by President Donald Trump.

The preliminary pact is expected to cover essential and non-sensitive products. The government is also considering a reduction of duties on several items imported from US. In response, Washington is likely to offer New Delhi some permanent tariff relief.

- **Second front is EU and UK trade agreements**

In a bid to diversify trade risks, India is accelerating its efforts to lock the free trade agreements with the European Union and the United Kingdom as soon as possible. The negotiations have already reached an advanced stage.

- **Third Front: Preventing dumping by China**

To safeguard domestic markets, India is gearing up to implement a stringent mechanism to prevent dumping by countries such as China. This includes the strict enforcement of the Quality Control Order (QCO) to effectively curb Chinese imports.

India is in a better position than the other Asian countries for combat the tariffs levied by the USA.

Until the next,
Wish you the best. Jai Hind

Team Prarambh

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Disclaimer

Please note that articles, maps, information and data are intended for educational purposes only and should not be deemed to be or used as legal, employment, or business advice. Note that the information and data are specific to a period or date. For export import business please check with DGFT website for latest updates. For guidance or advice specific to your business, product, or country consult with a qualified professional.



Finding opportunity in Economic Chaos

India stands to benefit significantly from the USA-China trade tariff war, as it opens new trade opportunities, diversifies global supply chains, and positions India as an alternative manufacturing and sourcing hub. Here's a sector-wise breakdown of potential gains for India:



Dipak Sudhir Manohar
(Founder & Director - iiiEM)

1. Electronics and Electricals

Opportunity:

As the U.S. imposes tariffs on Chinese electronics, buyers are looking to diversify sources. India, with growing capabilities in electronics assembly and production, can step in.

Examples:

- **Mobile phone manufacturing:** Companies like Apple have shifted part of their iPhone production to India.
- **Electronics components:** India has seen rising exports of printed circuit boards (PCBs) and semiconductors.

Boost: "Make in India" and Production Linked Incentive (PLI) schemes are attracting investments in this sector.

2. Textiles and Apparel

Opportunity:

U.S. retailers are shifting garment sourcing away from China due to tariffs and labor

Examples:

- India exported more cotton garments and home textiles to the U.S. in FY 2023–24.
- Brands like **Gap, H&M, and Zara** have increased sourcing from India.

Boost: India has a strong raw material base (cotton, silk), and labor availability supports scalability.

3. Pharmaceuticals and APIs

Opportunity:

The U.S. wants to reduce dependency on Chinese Active Pharmaceutical Ingredients (APIs). India, already a global pharma hub, is a natural alternative.

Examples:

- India supplies 40% of the generic drugs used in the U.S.
- APIs and intermediates are being locally manufactured with government incentives to reduce reliance on China.

Boost: India's pharma exports touched $27 billion in FY 2023–24.

4. Auto Components

Opportunity:

With tariffs on Chinese auto parts, the U.S., Japan, and EU are exploring alternate suppliers.

Examples:

- Indian firms like Motherson Sumi, Bharat Forge, and Sundaram Fasteners have expanded exports of engine and chassis parts.

Boost: India's strong engineering base and cost advantage help this sector grow rapidly.

5. Chemicals and Petrochemicals

Opportunity:

U.S. tariffs on Chinese industrial chemicals create space for Indian exporters.

Examples:

- Exports of dyes, pigments, and organic chemicals from Gujarat and Maharashtra have

Boost: India ranks among the top six producers of chemicals globally.

6. Agriculture and Food Products

Opportunity:

U.S. tariffs on Chinese agricultural goods (like soybeans) opened doors for other countries.

Examples:

- India has increased exports of **spices, rice, tea, and marine products** to the U.S.
- New opportunities in **processed foods and organic products.**

Boost: U.S. buyers are preferring Indian-origin goods due to their lower cost and growing certifications.

7. Machinery and Engineering Goods

Opportunity:

Chinese machinery faces U.S. tariffs, opening up export prospects for Indian manufac-

Examples:

- **Electrical transformers, industrial machinery, and pumps** are being increasingly sourced from India.

Boost: India is part of global supply chains for OEMs and industrial components.

8. IT and Tech Services

Opportunity:

While not tariff-related directly, strained U.S.-China relations make U.S. firms cautious about Chinese tech providers.

Examples:

- Increased reliance on Indian software services, cybersecurity, and tech support.
- Growth in IT exports from firms like **TCS, Infosys, and Wipro.**

Boost: Trust in Indian data privacy norms and English-speaking talent pool.

9. Toys and Consumer Goods

Opportunity:

U.S. importers seek alternatives to China for toys, stationery, kitchenware, etc.

Examples:

- India's toy exports rose sharply after 2021, especially to the U.S. and EU.
- Playgro, Funskool, and others have entered global shelves.

Boost: Government reduced imports from China and boosted domestic toy clusters.

10. Rare Earth & Strategic Minerals (Future Scope)

Opportunity:

As the U.S. looks to secure rare earth supplies away from China, India is being considered a future strategic partner.

Examples:

- India has reserves of **monazite, ilmenite**, and other rare earth minerals.

Boost: Indo-U.S. discussions on critical mineral collaboration.

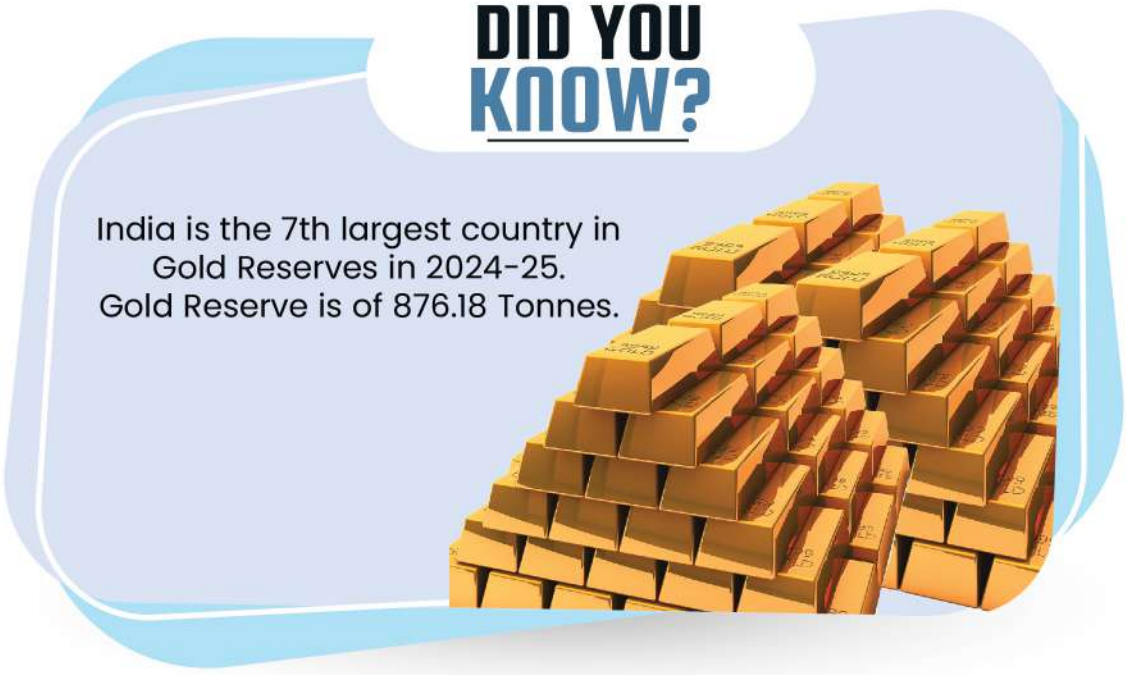
Summing Up

The U.S.-China tariff war realigned global supply chains and India, with its scale, talent, and policy support, has emerged as a key beneficiary. To fully capitalize, India needs to:

- Invest in infrastructure & logistics.
- Enhance quality compliance.
- Strengthen FTAs and ease of doing business.



Dipak Sudhir Manohar



China's Trade Dominance on USA



Trupti Shah
Foreign Trade Advisor

History

The US – China relationship started with President Nixon visit to China in 1972. There in the President of the USA laid talks of future trade relationship build up. This was followed by the President Jimmy Carter's acceptance of People's Republic of China (PRC) and began trade with China.

China economic reforms began from 1980s with Mr. Deng Xiaoping's "Open Door Policy" encouraged foreign trade and investment. This was a turning point for the USA. USA saw China as a large, low-cost manufacturing base.

In 2001, USA backed China's membership in the WTO. This gave China greater access to global markets and solidified trade ties. U.S. imports from China surged, especially in consumer electronics, textiles, toys, and machinery.

From the 2000s USA and China had a very deep, thick and smooth trade relationship.

By 2010 and onwards USA started to "feel" the weight of this trade with China. And the WTO also granted USA Chine "The most Favored Nation" (MFN) status.

The U.S. trade deficit with China grew rapidly. And the USA realized that it was subjected to intellectual property theft and currency manipulation. Also this was the time the USA became concerned about the dropping jobs in America. The Manufacturing sector of the USA started to see manpower crunch.

With the President Donald Trump, the USA government woke up to the fact that USA is trade deficit and that China is becoming stronger in economy and manufacturing to become world's second largest super power.

This alarming revelation made USA jump on to shout the tariffs on all imports from China of course and rest of the world playing a naïve, innocent young lad being victim of the world trade.

Even today, USA is China dependent for most of its needs, comforts and luxuries.
China exports to the USA grew days by day and years on years.

Over and above the regular goods, USA also becomes dependent on China for rare earth minerals.

Rare earth minerals are available all around the earth. But China saw potential and invested in mining with its machinery and extractions. So America became dependent on China for all the requirements of rare earth used in high tech materials like semi-conductors, computers etc.

Here we present the time line of USA – China trade relationship

Timeline of USA - China Trade - How & When it started				
1979 to 1990s	1990s to 2000	2000s sto 2010	2010 to 2020	2020 to 2025
Low Cost consumer Goods	Light & Medium Manufacturing	Electronics Era	High-Tech and Advanced Manufacturing	Post-Pandemic Startegic Shift
Textiles and Garments (clothing, fabric)	Electronics (TVs, radios, DVD players)	Computers and Laptops	Advanced Consumer Electronics	Personal protective equipment (PPE)
Footwear	Electrical Appliances (fans, irons, blenders)	Smartphones & Mobile Devices	Telecommunication Equipment	Medical supplies
Toys and Games	Basic Machinery & Tools	Networking Equipment (modems, routers)	Electric Vehicles (EVs) and batteries	Green tech (solar, wind parts, EVs)
Household Items (kitchenware, tools, furniture)	Furniture (wooden & metal)	Semiconductors (assembly/testing)	LED lighting systems	Smart home devices (CCTV, sensors)
Plastic products	Steel and Aluminum Products	Solar Panels	Medical devices (basic)	Consumer goods through e-commerce (clothing, gadgets, beauty products)
Handicrafts and porcelain	Bicycles and parts	Batteries and chargers	Drone components and robotics	Pharmacueticals
---	---	Auto parts	E-commerce goods (AliExpress, Shein, Temu etc.)	Semi-conductors
		---	---	Green energy
---	---	Rare Earth Exports	Rare Earth Exports	Rare Earth Exports

RARE EARTH MINERALS

Exported from China to the USA (1979–2025)

Mineral	Used In	Value (USD Billion)
Neodymium	Permanent magnets (motors, wind turbines, electronics)	3,5
Lanthanum	Catalysts (automobile catalytic converters), camera lenses, rechargeable batteries	1,2
Cerium	Catalysts (automobile), polishing agents, glass manufacturing	1,1
Dysprosium	Permanent magnets, hybrid car motors, wind turbines	0,5
Praseodymium	Permanent magnets, aircraft engines, batteries	0,3
Terbium	Phosphors, uplighting, semiconductors, LEDs, MRI machines	0,15
Samarium	Superconductors, LEDs, a MRI machines	0,2
Europium	Lighting phosphors, Lasers	0,1
Gadolinium	MRI contrast agents	0,25

Time of USA Tariffs on Imports from China - 2025			
Date	Tariff Action	Cumulative Tariff Rate	Reason Cited
1-Feb-25	Executive Order 14195 imposes baseline tariff on all Chinese goods	10%	Fentanyl trafficking & trade imbalance
4-Mar-25	Tariff increased to intensify trade pressure	20%	Escalation due to lack of response
2-Apr-25	Additional 34% "Reciprocal Tariff" announced	54%	To match China's "unfair subsidies"
9-Apr-25	Extra 50% tariff on top of existing measures	104%	Forcing policy reform, especially in tech sector
11-Apr-25	Total tariff on general imports raised further	145%	"Economic self-defense" justification
16-Apr-25	Specific products face tariff up to 245% (e.g., electronics, AI chips)	Up to 245%	Section 301 (IP), national security, reciprocity

- Tariff rates are **cumulative** unless stated otherwise.
- Some products now face layered tariffs: baseline (20%) + reciprocal (125%) + Section 301 (up to 100%).
- De minimis exception removed, so no duty-free allowance for Chinese packages under $800.
- **USA remains Trade Deficit with China**



What is the way ahead after the US tariff of 245% and China's 125% tariffs on each other's imports?

There are 5 possibilities now that one can foresee:

1. Prolonged Economic Separation of Trade

The U.S. and China continue to separate their economies, especially in tech, semiconductors, AI, green energy, and strategic minerals.

2. Strategic Competition With Managed Trade

Both sides maintain competition but cooperate on selected issues (climate, finance, pandemic response).

3. Escalation into Cold War 2.0

Trade war evolves into a full-scale geopolitical standoff, with sanctions, technology bans, and political isolation.

4. US Administration Softens Approach

A future U.S. administration could reduce tariffs in favor of diplomatic engagement.

5. China Diversifies Export Focus

In response to U.S. pressure, China deepens ties with Africa, Latin America, ASEAN, and BRICS+.

What should the exporter do?

- **Diversify** suppliers and markets.
- **Check import tariffs of the buyer's country**
- **Develop businesses with countries with which India has a FTA**
- Build **"China + 1"** strategy (expand in India, Vietnam, etc.).
- Monitor **regulatory and political changes** in real time.
- Hedge against **currency and tariff risks.**

Thank you



Trupti Shah

Trade Knowledge -Pre-Shipment

What is the Pre-Shipment?

"Pre-shipment" generally refers to the period before goods are physically shipped, encompassing activities like financing, quality control, and preparation for transport.

Preparing your goods for export from India involves a detailed process, and ensuring you have all the necessary pre-shipment documents is critical.

These documents facilitate smoother shipping and customs clearance and validate with the Foreign Trade Policy of the Government of India.

The Process of Pre-Shipment involves the below listed main activities:

Here's a more detailed breakdown:

• **Finance – arranging for the supplier and the money to pay the supplier**
"Pre-shipment finance" involves providing funds to exporters to cover costs associated with producing, processing, and preparing goods for export.

• **Quality Control – of the product you wish to export**
"Pre-shipment inspection" (PSI) is a crucial step where the quality and quantity of goods are verified before they are shipped, ensuring they meet the required standards.

• **Preparation for Transport – all that is required to send the product to the buyer's country**
This stage includes tasks like packing, labeling, and preparing necessary documentation for the shipment.

• **Tracking Status – checking if the product reaches the buyer**
In the context of shipping tracking, "pre-shipment" can indicate that a shipping label has been created, but the item hasn't been physically received by the carrier for transport yet.

Documents required for Pre-Shipment

1. Pre-Shipment Invoice:

This Invoice mentions all about the product, seller, buyer, port of loading, destination port and the invoice amount and currency.
This is used for Customs clearance.

2. Bill of Lading:

The Bill of Lading (B/L) is crucial. It acts as the contract between the goods owner and the carrier / Vessel. It's your proof of contract and essential for the recipient to claim possession of the goods.

3. Commercial Invoice:

A Commercial Invoice isn't just a formality; it's a cornerstone of international trade. This legal document outlines the sale between you, the exporter, and the foreign buyer, which is pivotal in determining customs duties. It's crafted precisely, adhering to specific governmental mandates on form, content, and language.

Think of it as the detailed narrator of your product's journey across borders, ensuring all financial and regulatory requirements are transparent and accounted for.

4. Packing List:

The Packing List for your exports ensures customs officials never have to guess. Packing list informs what's inside the container, the details, description and quantity with HS codes. It includes comprehensive details like seller and buyer information, shipment details, and itemized descriptions of each package. It's a crucial tool for customs verification, ensuring every piece of your cargo is accounted for without substituting a commercial invoice.

5. Shipping Bill / Bill of Export:

When you're ready to send your goods overseas, the Shipping Bill or Bill of Export is your go-ahead from customs.

Filed electronically through ICEGATE, this document is a staple in the roster of pre-shipment documents for export. It marks your goods' final clearance for departure from India. It's not just paperwork; it's your product's departure ticket, stamped and approved.

6. Pro Forma Invoice:

The Pro Forma Invoice sets the stage before a deal is sealed. This preliminary bill lays down the goods' description, quantity, price, and weight and is used as a negotiation tool between you and your international buyers.

It's the blueprint of your agreement, providing a snapshot of the terms and helping both parties align expectations before the official documents roll out.

7. Export Order or Purchase Order: Confirming Your Deal

Following the Pro Forma Invoice, the Purchase Order (PO) or Export Order is where things get official. This document, filled out by the buyer, specifies everything from cost to shipping details and currency type, cementing the transaction details.

It's a commitment to ensure both parties are on the same page and ready to proceed with the transaction.

8. Proof of Origin: Identifying Your Goods' Roots

Just as a birth certificate identifies your place of origin, the Proof of Origin (POO) does the same for your goods. This document is crucial, especially when your exports must meet specific trade agreements or regulations stating where your goods were made.

Ensure you attach a POO for each item; it's not just paperwork; it's your goods' geopolitical passport.

9. Bill of Exchange:

The Bill of Exchange is a formal demand for payment from the buyer to the exporter or a designated bank. It's an essential financial document that keeps the transaction's integrity, ensuring you, the exporter, are paid on time.

Think of it as a polite financial nudge, ensuring your business flows as smoothly as your goods across seas.

10. Commercial Invoice:

In international trade, trust is good. This will help create an invoice on the Buyers for his payment according to the payment terms.

11. Inspection or Quality Check:

Before your goods set sail, an Inspection or Quality Check can be requested. This scrutiny ensures that everything from product quality to packing meets the agreed standards.

For exporters, having the necessary documents ready for this process is critical. It's not just about compliance; it's about demonstrating your commitment to quality and reliability.

Mandatory Pre-Shipment Documents Required for Export from India

KYC Documents Required by the CHA for Customs Clearance

The Customs House Agent (CHA) requires to Know Your Customer (KYC) documents to verify the exporter's identity. These documents are crucial for fulfilling legal compliance and facilitating customs clearance.

GST (LUT)/ IGST Declaration

Tax payment receipt or LUT instead of GST –This document allows exporters to ship goods without paying IGST, enhancing competitiveness in international markets.

Export License (If required)

It ensures that goods with potential military applications or other sensitive uses are controlled and legally exported.

AD Code on (Bank Letter Head)

The Authorised Dealer Code (AD Code) is a 14-digit code given by the bank where the exporter's account is held. It must be registered with the customs authorities.

RCMC / EPC Certificate (If required)

Description: Registration-Cum-Membership Certificate (RCMC) issued by Export Promotion Councils (EPC) is proof of registration with these councils. RCMC is often required to avail of benefits under the Foreign Trade Policy, such as duty drawbacks, export promotion schemes, etc.

Additional Pre Shipment Documents Required for Export from India

Marine Insurance Policy

- This policy covers the loss or damage of ships, cargo, terminals, and any transport by which goods are transferred, acquired, or held between points of origin and final destination.

Mate's Receipt

- Once the cargo is loaded onto the ship, the chief officer at the port issues a receipt confirming the exact condition and quantity of goods received.
- It's your proof that the goods have been loaded correctly and are on their way to their destination. The Mate's Receipt is necessary for issuing the Bill of Lading.

FEMA Declaration for Exporters

- It is a declaration that the exporter complies with the Foreign Exchange Management Act 1999, which governs all foreign trade transactions from India.
- It ensures you're legally covered and adhering to the regulations controlling the flow of foreign exchange related to your export activities. This declaration form can be filled

Let Export Order

- An order issued by customs officials after all the clearance procedures have been completed officially allows the export of goods.
- It's the final go-ahead from the customs department, confirming that your shipment complies with all export regulations and is cleared to leave the country. The customs officer will issue this order once your goods pass all customs checks and verifications.
- This is issued with the Shipping Bill.

Export General Manifest

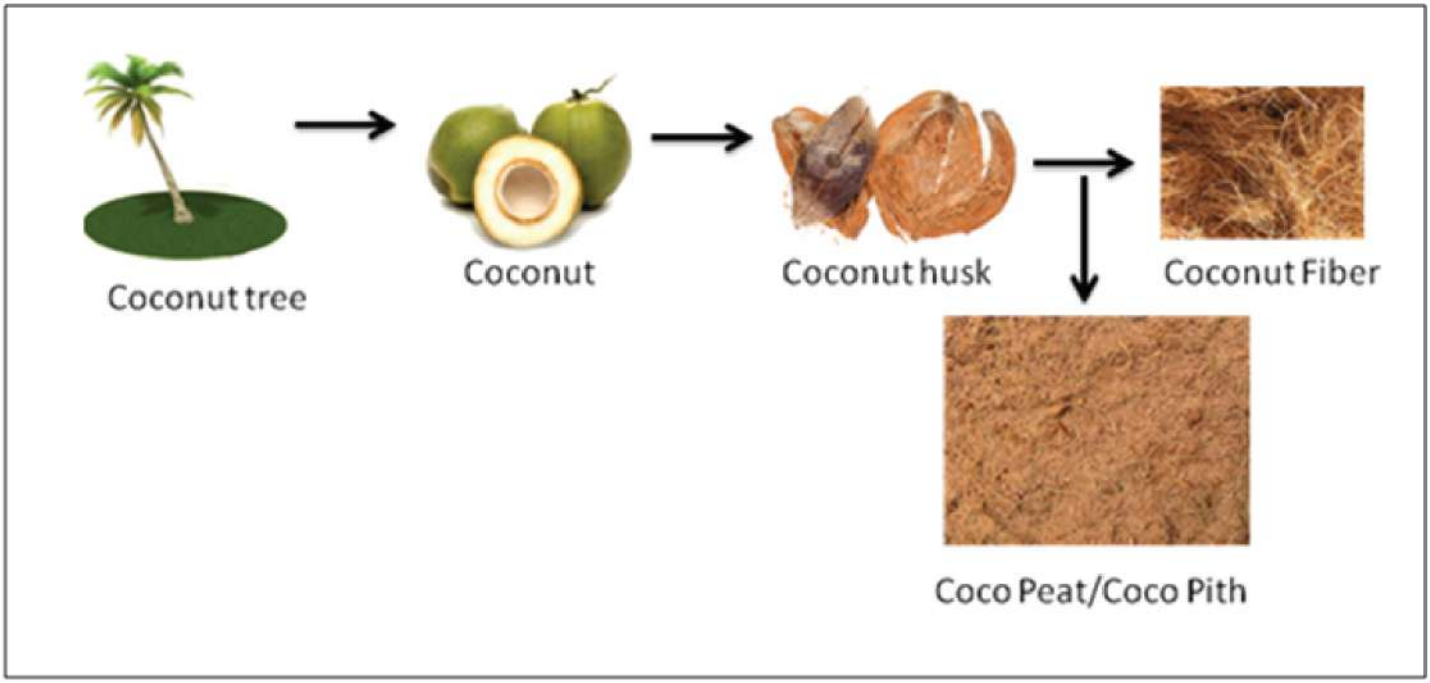
- It is a document filed by the carrier / vessel detailing all the cargo on board, which is submitted to the customs at the loading port.
- It is a formal declaration by the vessel operator of all goods transported, crucial for customs and port authorities.
- The shipping company or airline operating the vessel or aircraft will prepare and file this document.

Summing Up

Proper pre-shipment documents for export are crucial to navigating international markets and strengthening your trade relationships seamlessly.

Product - Coco Peat or Coco pith

Coco peat is a naturally derived, eco-friendly growing medium made from the fibrous, spongy pith of coconut husks. It's a versatile material used in agriculture, horticulture, and floriculture, prized for its excellent moisture retention, nutrient storage, and ability to promote healthy root development



Basic Usage of Cocopeat

1. **Soil Conditioner:**
   - **Use:** Cocopeat improves soil texture and aeration.
   - **Example:** In farming, it's mixed with clay-heavy soils to make them lighter and improve drainage.

2. **Growing Medium in Horticulture**
   - **Use:** Cocopeat is a perfect medium for seed germination and plant growth.
   - **Example:** Nurseries use 100% cocopeat in seedling trays for vegetables like tomatoes, chillies, and cucumbers.

3. **Hydroponic Cultivation**
   - **Use:** Acts as a soilless growing medium in hydroponic systems.
   - **Example:** Lettuce or strawberries are grown in grow bags filled with cocopeat and perlite instead of soil.

4. Potting Mix for Gardening

- **Use:** Mixed with compost and vermiculite for home gardening.
- **Example:** Terrace gardeners use cocopeat-based potting mix for flowering plants and kitchen gardens.

5. Animal Bedding

- **Use:** Soft, absorbent and odour-controlling material for animal bedding.
- **Example:** Used in poultry farms and horse stables as bedding to keep the floor dry and clean.

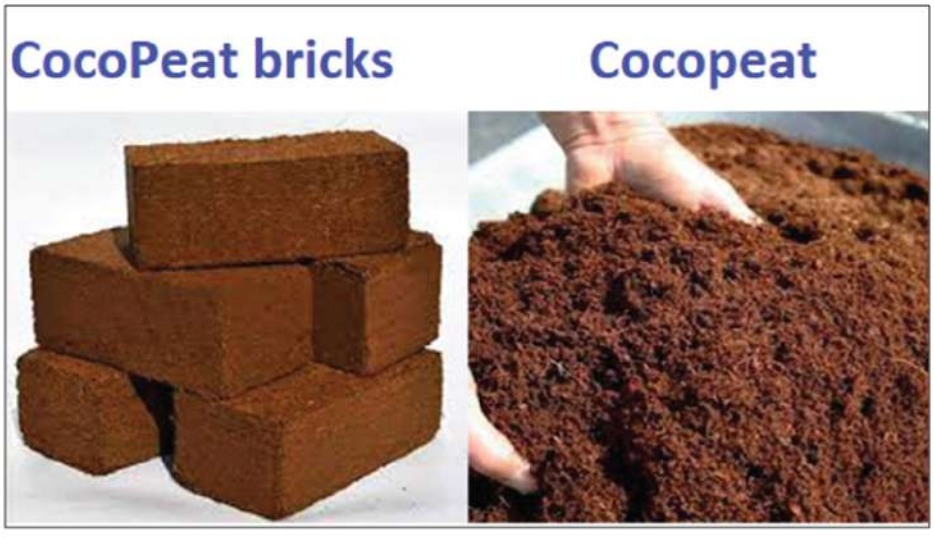
6. Packaging Material

- **Use:** Biodegradable and eco-friendly packaging option.
- **Example:** Used to pack delicate items like seedlings, glassware, or electronics.

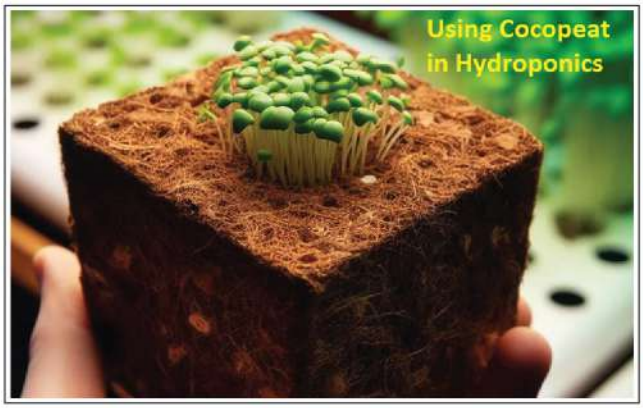
7. Construction Material

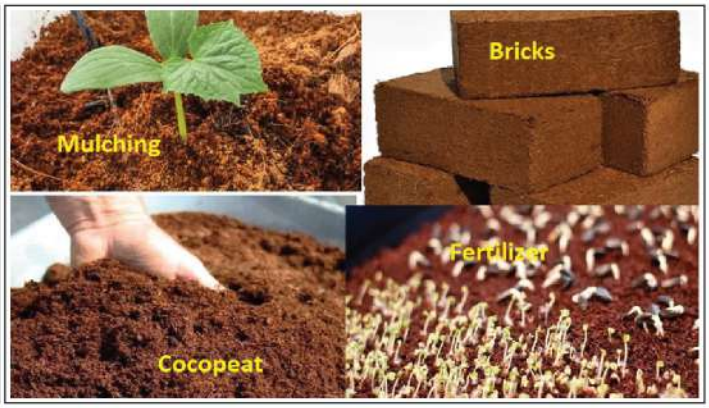
- **Use:** Small constructions
- **Example:** Gazebo, Cottage etc.





Various Products from Coco Peat or Coir Pith













Market Size and Projections:

- The global coco peat market was valued at USD 3.89 billion in 2023.
- It is projected to reach USD 5.26 billion by 2030, with a CAGR of 4.4% during the forecast period.
- Some reports predict a CAGR of 4.6% from 2024 to 2033, reaching a valuation of USD 5.79 Billion by 2033.

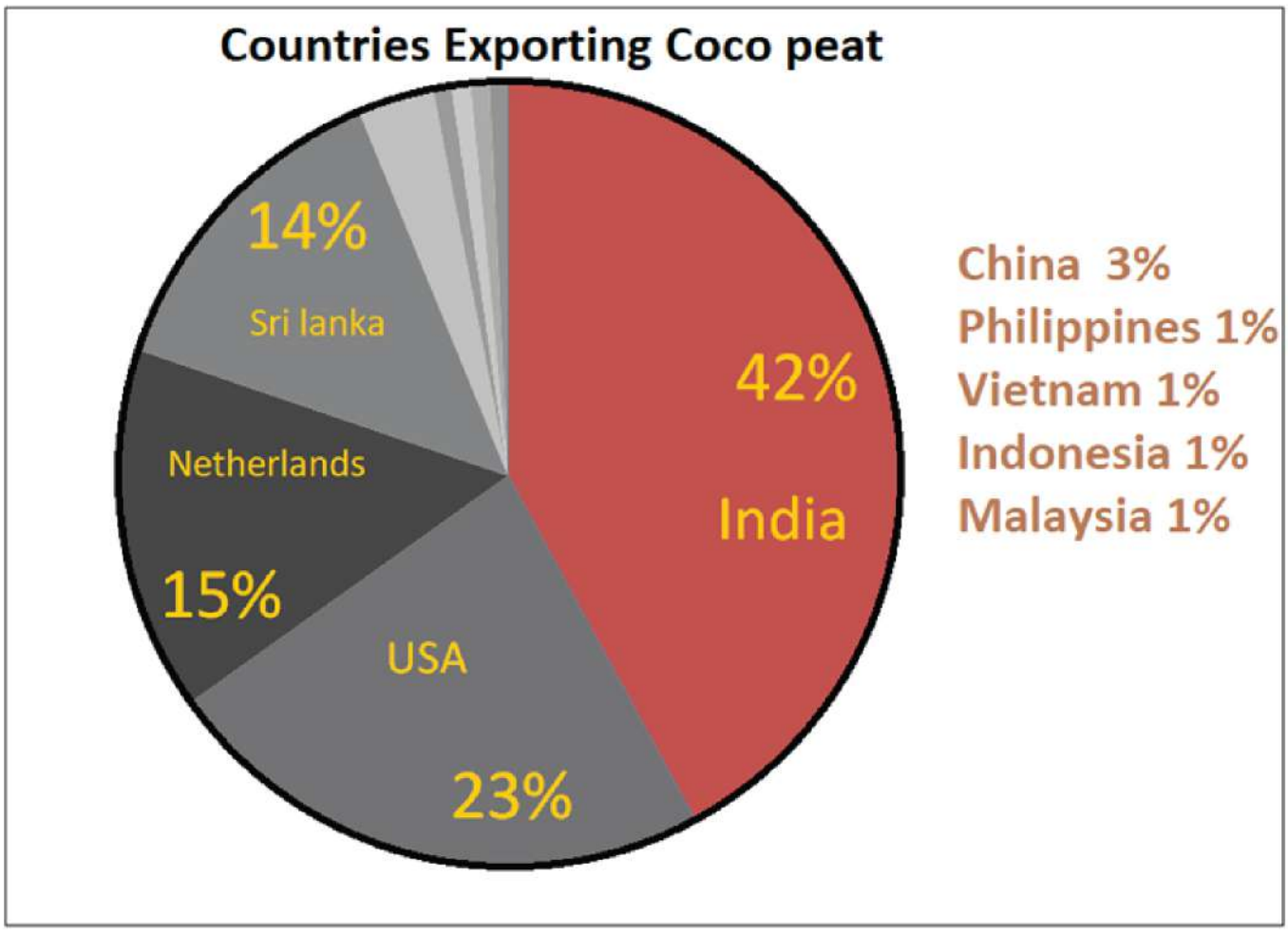
Regional Market:

- **Asia-Pacific:**

The Asia-Pacific region is a dominant market for coco coir, driven by high coconut production in countries like India, Sri Lanka, Indonesia, and the Philippines.

- **India:**

India is a major exporter of coco peat and plays a significant role in the global market. In 2023-34 Coir Peat was the most exported product under coir.
India exported 705,758 metric tons of coir pith in 2023-24.
India is the world's largest exporter of cocopeat or coir pith.



Export Destination from India:

Countries where India Exports Cocopeat	
U.S.A.	U.K.
South Korea	Canada
China	Saudi Arabia
European Union Countries - France, Spain, Germany,Netherlands, Italy, etc.	South American Countries - Peru, Chile, etc.
South Asian Countries - Indonesia, Vietnam, Thailand, Philippines	U.A.E.

Key Exporting States

Key Exporting States	
State	Share of Exports
Kerala	57.85%
Tamil Nadu	25.83%
Odisha	5.28%
Andhra Pradesh	5.08%
Karnataka	4.52%

Profit Margin – for High Quality products

- Profit can be > 100% for Premium products like the construction material, bedding, hydroponic farming
- Profit can be higher than >100% for raw materials for Gazebo or cottages





Main Qualities of Coco peat (or Coir Peat or Coir Pith)

Excellent Water Retention

- Holds up to 8–10 times its weight in water
- Keeps plants hydrated longer.
- Ideal for arid and desert climates.

Aeration & Drainage

- Loose and porous texture.
- Prevents soil compaction.
- Promotes healthy root growth.
- Reduces agro-waste and promotes circular economy.

Anti-Fungal & Pest-Resistant

- Natural resistance to fungal growth.
- Reduces need for chemical pesticides.

Lightweight & Easy to Transport

- Compressed bricks expand 5x–7x in volume.
- Lowers shipping and storage cost.

Versatile Applications

- Used in agriculture, horticulture, floriculture, hydroponics, erosion control, and even eco-construction.

Coco Peat is a very good product:

- ➤ Eco-friendly product
- ➤ Renewable and Sustainable
- ➤ pH control for most plants
- ➤ Acts as a natural fertilizer
- ➤ Can be reusable up to 4 years
- ➤ Absolutely organic
- ➤ Natural cooling material

Global Market of Cocopeat

The global coco peat market is experiencing steady growth, driven by its use in sustainable agriculture and as a soil conditioner. The market was valued at USD 3.89 billion in 2023 and is projected to reach USD 5.26 billion by 2030, with a CAGR of 4.4%.

Key factors driving this growth include the increasing adoption of organic farming practices and the growing demand for eco-friendly alternatives to peat moss.

Quality Parameters for Cocopeat or Coir Pith

Quality Parameters for Cocopeat	
Parameter	Ideal Range/Standard
Moisture Content	Below 15% (compressed); 10–12% preferred
pH Level	5.5 to 6.5
Electrical Conductivity (EC)	Below 0.5 mS/cm for low EC (washed/treated)
Expansion Ratio	5x to 7x when hydrated
Dust Content	Minimal (<10%) for horticultural use
Salt Content (NaCl)	Very low; <0.1% (especially for exports)
Foreign Matter	Should be free from weeds, stones, metals
Fiber Content	As required (depends on buyer specs)

Certificates Required

Certificates Required	
Certification/Approval	Description / Purpose
RCMC (Registration-cum-Membership Certificate)	Issued by Coir Board, mandatory for coir-related product exports.
APEDA Registration (RCMC)	Required if exporting under horticulture/agriculture (for specific buyers).
Phytosanitary Certificate (PSC)	Mandatory for plant-origin materials to ensure pest/disease-free status.
Fumigation Certificate	Required by many countries (esp. Australia, EU, USA) for coir fiber/pith.
ISO Certification (Optional)	ISO 9001 or 14001 builds credibility for quality/environmental practices.
SGS / Intertek / BV Lab Test Reports	For EC, pH, moisture, heavy metals, etc. – often required by importers.



Country Specific Tests & Certificates

Country Specific Tests & Certificates	
Country	Special Requirement
Australia	Strict quarantine; must be sterilized or fumigated
USA	Phytosanitary + USDA compliance
EU Nations	REACH compliance, heavy metal testing, sustainable sourcing
South Korea/Japan	Must be very low EC (salts) and dust-free
Saudi Arabia	SABER Registration & quality parameters therein

Packaging Materials Types and Usage

Packaging Materials Types and Usage		
Packaging Type	Material used	Specification or Notes
5 kg Compressed Block	LDPE inner + HDPE/PP woven outer bag	30 x 30 x 12 cm; labeled; palletized or loose load
	Shrink wrap	
650 g Briquettes	Shrink wrap (individual)	Typically 24–36 pieces per carton; moisture-protected
	Corrugated master carton box	
Loose Cocopeat (Uncompressed)	PP/HDPE woven bags + liner	25–50 kg per bag; often used in bulk shipment
	UV-treated white/black plastic sleeve (LDPE/HDPE)	Length: 100–120 cm; thickness 200–250 microns
Coir Fiber Bales	PP woven sheet or jute wrapping + metal straps	~90–120 kg per bale; moisture 10–15%; baled by hydraulic press
	Vacuum sealed or foil pouches + carton box	Ready for garden centers; branding and barcode labels
Bulk Bag (Jumbo FIBC)	FIBC bag with liner (1 MT capacity)	Used for washed cocopeat; includes top spout and bottom discharge

Labelling Requirements

Labelling Requirements - example	
Element	Details
Product Name	Cocopeat Block / Coir Pith Briquette
Weight	Net & Gross
EC Level	Low EC / High EC
Batch No.	For traceability
Manufacturer/Exporter	Name, Address, and Country
Certifications	Phytosanitary / Fumigation info
Handling Markings	Arrows, Fragile, Keep Dry, etc.

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State of India - Chhattisgarh

- Chhattisgarh is a landlocked state in Central India.
- It is the ninth largest state by area.
- It borders seven states – Uttar Pradesh to the north, Madhya Pradesh to the northwest, Maharashtra to the southwest, Jharkhand to the northeast, Odisha to the east, Andhra Pradesh and Telangana to the south.
- Formerly a part of Madhya Pradesh, it was granted statehood on 1 November 2000 with Raipur as the designated state capital.
- Chhattisgarh is one of the fastest-developing states in India.
- Chhattisgarh has the third largest coal reserves in the country and provides electricity, coal, and steel to the rest of the nation.
- It also has the third largest forest cover in the country with over 40% of the state covered by forests.
- The most popular theory claims that Chhattisgarh takes its name from the 36 ancient forts (from chhattis meaning thirty-six and garh meaning fort) in the area.
- **Major Cities:**
  Raipur, Bhilai, Durg, Bilaspur, Korba, Jagdalpur, Raigarh, Rajnandgaon, etc.
- **Languages Spoken:**
  Hindi
- Exports from Chhattisgarh is 2.20% of total exports from India (2023-24). It exports are 437.11 billion USD.



- Chhattisgarh is split from Madhya Pradesh to be the 26th State of India.

DID YOU KNOW?

Chitrakote falls are considered to be "Niagara falls of India". It is the widest waterfall in the country, located in Bastar district

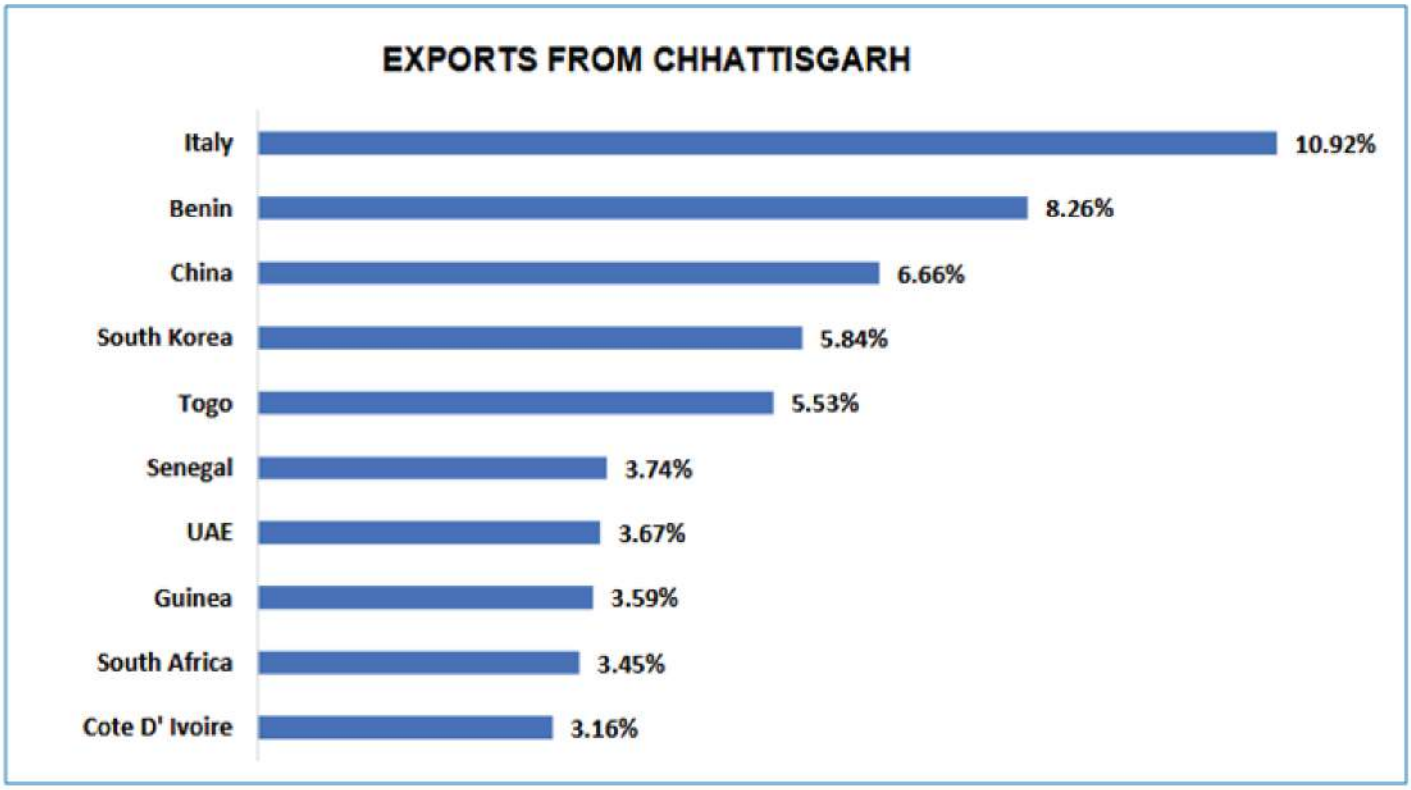
Top Agricultural Products of Chhattisgarh

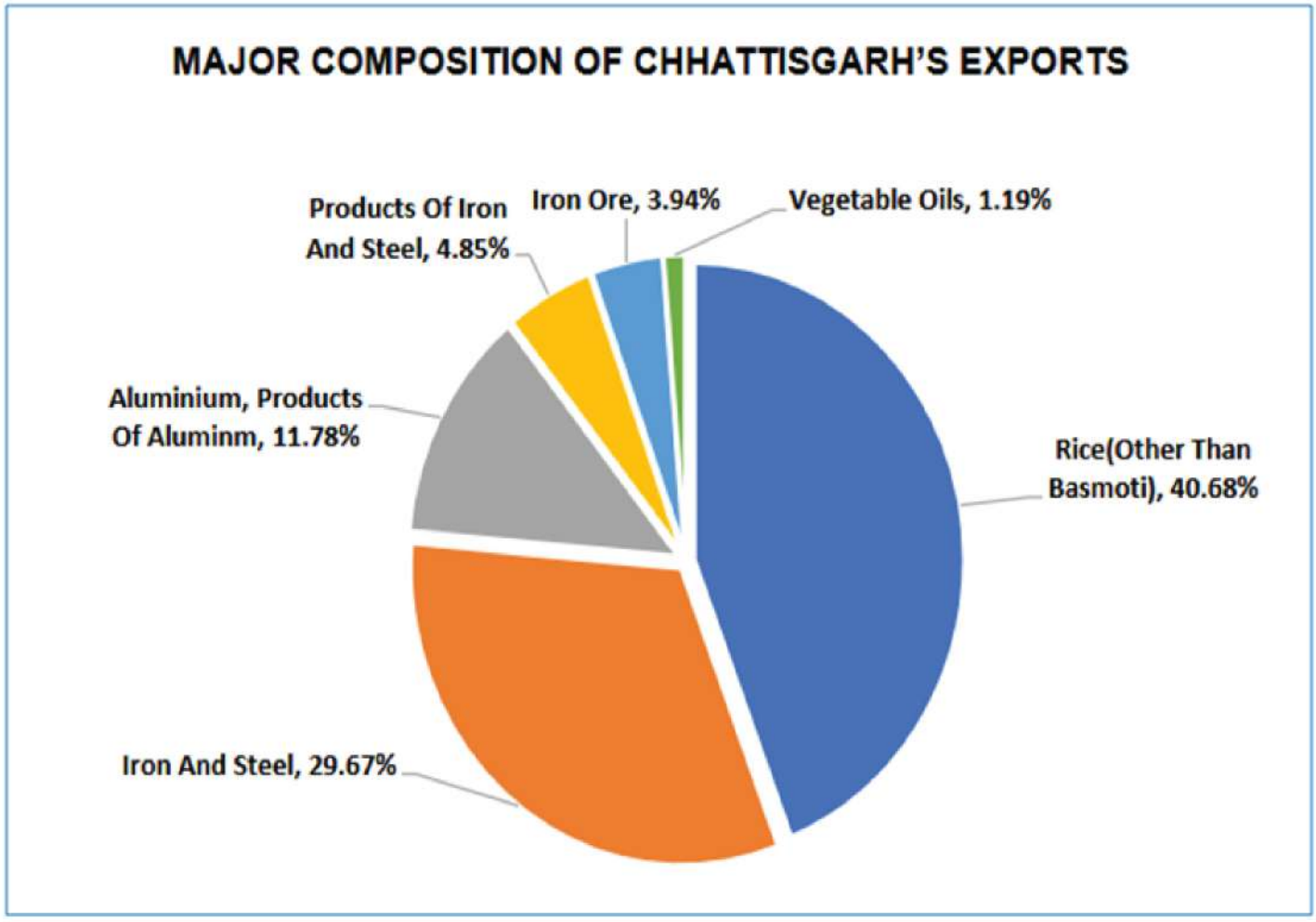
Major Agricultural & Allied Products of Chhattisgarh	
Category	Details
Cereals	Rice, Wheat, Maize
Pulses	Tur, Kulthi, Arhar, & Gram
Oil Seeds	Groundnut, Soybean, Niger, Sunflower
Other Crops	Kodo-Kutki, small Millets etc Lemongrass, Pamarosa, etc.
Livestock Poultry	
Vegetables	Tomato, Potato, Brinjal, Chilli Bottle gourd, Bitter gourd, Beans, Cucumber, Cabbage, Cauliflower, Radish, Onions Carrots, Spinach, Peas, Fenugreek, Mustard Seeds
Fruits	Manogo, Guava, Lime, Litchi, Cashew Nut, Sapota

Top Industries of Chhattisgrah

Top Industries of Chhattisgarh	
Industries	Industries
Mining	Coal, Iron ore, Bauxite, Limestone, Dolomite
Iron & Steel	Forest Based Industry
Power Generation	Bio Technology
Aluminium	IT & ITeS
Textile	Food Processing

Where does Chhattisgarh Export to?





Major Customs points

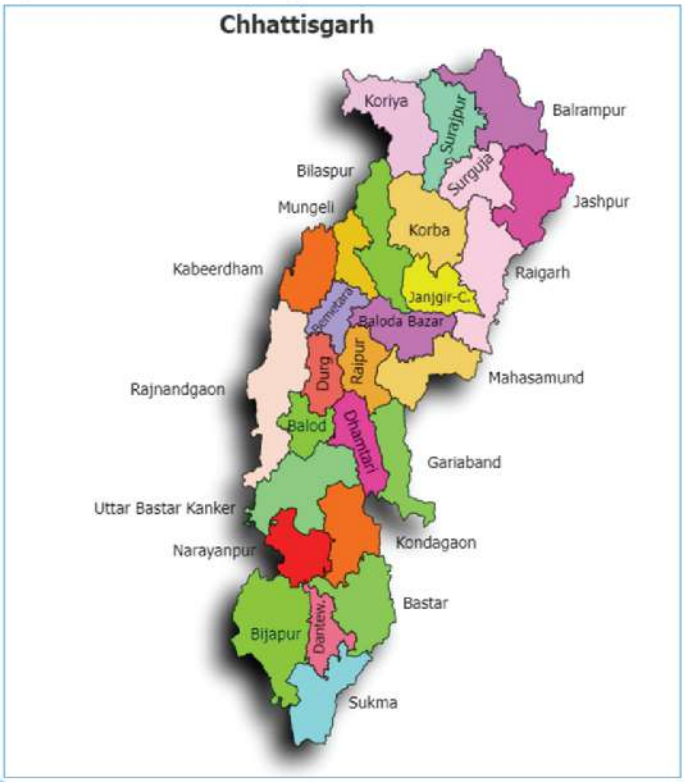
Chhattisgarh is a land-locked State.

Customs Points in Chhattisgarh	
Airport	Swami Vivekanand, Raipur
ICD	Raipur

Uttarakhand - G.I. Tagged Products

Chhattisgarh State - GI tags	
Product / Commodity	Description
Bastar Dhokra	Bell Metal (Brass & Bronze) Craft
Bastar Handicraft	Wooden Craft
Bastar Iron Craft	Iron Craft
Jeeraphool Rice	Aromatic Rice from Sarguja
Nagri Dubraj Rice	Aromatic Rice from Dhamtri
Champa Silk Sarees & Fabrics	Unique Silk Craftsmenship

District – Wise Map of Chhattisgarh



Country - Republic of Chile

- Chile, officially the Republic of Chile, is a country in western South America.



- It is the southernmost country in the world and the closest to Antarctica, stretching along a narrow strip of land between the Andes Mountains and the Pacific Ocean.
- Chile shares borders with Peru to the north, Bolivia to the northeast, Argentina to the east, and the Drake Passage to the south.
- The country also controls several Pacific islands, including Juan Fernández, Isla Salas y Gómez, Desventuradas, and Easter Island.
- Chile is a founding member of the United Nations, the Community of Latin American and Caribbean States (CELAC), and the Pacific Alliance, the OECD, and the WTO.
- Chile, a country known for its unique geography and culture, boasts the driest desert on Earth, the Atacama.
- It's also the longest country in the world, stretching over 4,300 kilometers from north to south.

- The Andes Mountains run along the eastern border of Chile, creating a natural barrier and shaping the country's landscape and climate.
- Puerto Williams, located on the island of Navarino, is considered the southernmost town in the world.
- It is believed that 90% of the world's potatoes originate from the islands of Chiloe off the coast of the Lakes District! Even today, the islands are home to 286 unique varieties of Chilote potatoes.
- Chile is the **world's 4th largest exporter of wine!**
- The word Chile comes from the indigenous Mapuche word "chili," meaning "where the land ends".

Republic of Chile	
Basic Information	Details
Language	Spanish
Capital City	Santiago
Currency	Chilean Peso (CLP) 1 INR = 11.55 CLP 1 USD = 1000 CLP
Time Time Zones Day Light Saving	India is 9.30 hours ahead of Chile Yes, between East & West Yes, in Summers
Major Cities of Chile	Santiago, Antafagasta, La Serena, Vina Del Mar, Puente Alto, Coquimbo; La Florida etc
Income Group	High Income Economy
Indians in Chile	Approx. 4,000

To Export to Chile, one must follow the Chilean guidelines and its Foreign Trade Policy:

1. For Customs – www.aduana.cl
2. For Trade data - https://santandertrade.com/en/
3. Embassy of India, Santiago – https://www.indianembassysantiago.gov.in/

Agricultural and Allied Products of Chile

Agricultural & Allied Products	
Fruits	**Seafood**
Apples; Grapes, Cherries Blueberries; Kiwis; Pears Plums; tangerines Cranberry; Hazelnuts Olives; Lemon; Orange	Salmon Trouts; Molluscs; Oysters; Scallops; Turbots
Cereal	Wheat; Oats; Corn; Rice; Barley
Livestock	Sheep; Lamb; Goats; Pigs; Cattle
Vegetables	Garlic; Potato; Onions; Beans; Asparagus; Tomatoes; Beetroots; Mushrooms Lime; Carrots; Pink Tomatoes
Meat	Beaf; Pork; Lamb; Chicken; Rabbit
Poultry	Hens, Cocks and Eggs

Major Industries of Chile

Major Industries of Chile	
Industries	Products
Mining	Copper; Coal: Nitrite; Lithium
Forestry	Wood Products; Furniture
Food Processing	Wine; Dairy; Meat
Fisheries	Seafood Canned; Frozen
Chemicals	Algae Derivatives, Plastic resisn, Iodine
Tourism	Atacama Desert; Marble Caves; etc

India – Chile Trade Opportunities



- **Exports**
  India exports worth 1.35 billion USD to Chile
- **Imports**
  Chile exports worth 1.52 billion USD to India
- **India is Trade Deficit with Chile**

India – Fiji Bilateral Trade

India - Chile Bilateral Trade	
India Exports to Chile	Chile Exports to India
Cars	Copper Ore
Centrifuges	Raw Copper
Packaged Medicaments	Molybdenum Ore
Electric Generating Sets	Scrap iron
Fish Oils	Other Nuts
House Linens	Fruits
Leather Apparels	Halogens
Twines, Cordages	Sulfate Chemical Wood Pulp
Leather Footwear	Sowing Seeds
Iron Pipes	Apples and Pears
Source (OEC World), 2023	

Ports of Chile

- Iquique
- San Antonio
- Lirquen
- Talcahuano
- Valparaiso
- Coquimbo
- Arica
- Punta Arena



Banks in Chile

Banks in Chile	
Banco de Credito e Inversiones (BCI)	Banco de Chile
Banco Santander Chile	Scotiabank Chile
BancoEstado	Itaú CorpBanca
Banco de Chile & ICICI Bank (India) have signed an agreement for trade.	

G.I. Product of Chile

G.I. Tagged Products of Chile	
Products / Commodity	Details
Maule Valley Wines	Wine from Maule Vally
Spirits	Brandy, Vodka, Rum etc
Fruits	Cherries, Hazelnuts, Grapes Cranberries, etc.

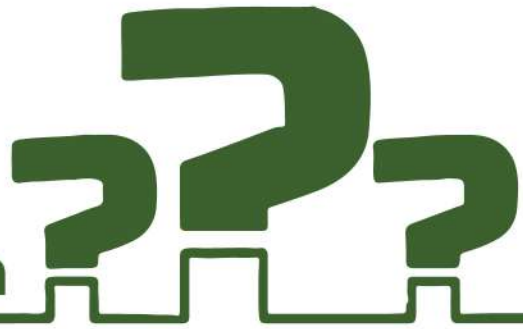
Business in Chile

- SOFOFA - Chilean Manufacturer's Association
- Asexma - Chilean Exporters Association
- Sonami - National Mining Association
- ACTI - Chilean Association of Information Technology Companies
- Cif Chile - Chilean Chamber of Pharmaceutical Innovation
- Asilfa - Industrial Association of Pharmaceutical Labs
- Clinicas de Chile - Association of Private Clinics
- Anac - Chilean Automotive Association
- Carep - Chilean Chamber of Auto Parts
- CChC - Chilean Construction Chamber of Commerce

- Achiga - Chilean Association of Gastronomy
- Asipla - Association of Chilean Plastic Industry
- SNA - National Society of Agriculture
- CDT - Technological Development Corporation
- Asoex - Fruit Exporters Association
- Asimpres - Graphic Industry Association
- Camara Cosmetica - Chilean Chamber of Cosmetics Industry
- https://en.chileasean.com/ - ChileAsean Chamber of Commerce
- https://www.weforum.org/organizations/confederacion-de-la-produccion-y-del-comercio-cpc/ The Confederation for Production and Commerce
- https://www.ccs.cl/en-inicio/ - Santiago Chamber of Commerce

Provinces and Districts of Chile





Question

Answer



Question 1:
What is the difference between Container Yard, Dry Port and Inland Container depot?

Answer:

CFS (Container Freight Station): A CFS is a facility where cargo is consolidated or deconsolidated. It's a warehouse near a port where goods are packed into or unpacked from containers for further transportation. CFS facilities play a role in the efficient handling and sorting of cargo.

ICD (Inland Container Depot): a dry port located away from seaports, serving as a temporary storage and handling facility for containers, both full and empty. These facilities act as an extension of the seaport, facilitating the movement of goods between the hinterland and the port. ICDs provide services like customs clearance, cargo consolidation, and container servicing and repair.

Container Yard: This yard is an area, often adjacent to a port or terminal, where containers are stored and managed. Container yards provide temporary storage for containers before or after transportation.

Question 2:
What is a Mate Receipt in Export Process?

A Mate's Receipt (MR) is a document issued by the ship's chief officer (the first mate) to acknowledge that cargo has been loaded onto the ship. It serves as evidence that the goods have been received, but it doesn't guarantee that the goods will be transported. The MR provides details about the cargo, including the number of packages, marks, and a description of their condition.

The primary purpose is to confirm that the cargo has been received on board the ship. After the MR a Bill of Lading (B/L) is issued.

The B/L is the primary document of title and is prepared and issued by the ship's master or agent based on the Mate's Receipt.

Question 3:
While importing how will I know the import Duty in India for any product?

To know about the import duty charged by the Customs in India, keep the below ready:

- HS Code
- Country of Loading (importing from)
- Quantity
- CIF value of the product

Go to Duty Calculator on www.cbic.gov.in
Fill in the information asked for.

You shall get the calculation of the total amount to pay as import duty or customs duty and the IGST also.

Customs duty is calculated on the CIF value of import goods and IGST is calculated as per the industry on the customs duty value.

Question 4:
What is AD code and when is it required?

An AD (Authorized Dealer) code is a 14-digit numerical code issued by banks authorized by the Reserve Bank of India (RBI) to exporters and importers. It's required for customs clearance and foreign exchange transactions related to international trade, including exports and imports.

The AD code needs to be received from the bank on its letter head.

A Shipping Bill, a document required for export customs clearance, cannot be generated without an AD code.

Businesses engaging in international trade to comply with regulations and facilitate smooth transactions

The Ad code is essential for:

- **Customs Registration:** Ad code is used at the a customs clearance point (Airport, seaport, Rialways or Truck) for customs clearance activities.
- **Foreign Exchange Transactions:** The AD code is used for various foreign exchange transactions related to exports and imports, such as receiving payments for exports or making payments for imports.
- **Trade Documentation:** The AD code is often a mandatory requirement in various trade documents like the Bill of Lading, Shipping Bill, or Letter of Credit.
- **Accessing Government Benefits:** With a registered AD code, exporters can ensure that any government benefits like duty rebates, exemptions, or GST refunds are directly credited to their current account.

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Product - **Textile-Export**
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Exported Country - **Philippines, Qatar**

Shubham Singh

From - **Ahmedabad**
Product - **Onion- Export**
Exported Country - **Dubai**



Ashwin Acharya

From - **Hyderabad**
Product - **Onion - Export**
Exported Country - **Dubai**



Mukhtar Alam

From - **Kolkata**
Product - **Apples (Import)**
Country - **Turkey**



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Shrikant Mistry
Eminent Paper Industries Ltd. - Surat
Designation - Export Documentation Executive



Jay Shah
BSB Brokers LLP - Bhavnagar
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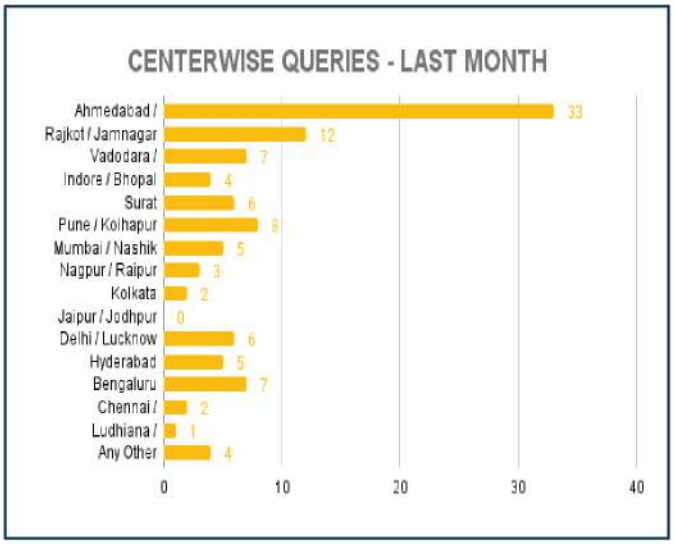


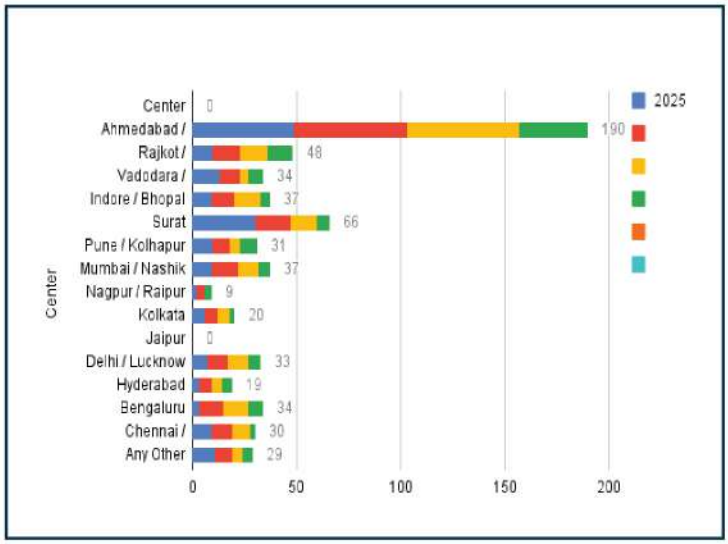
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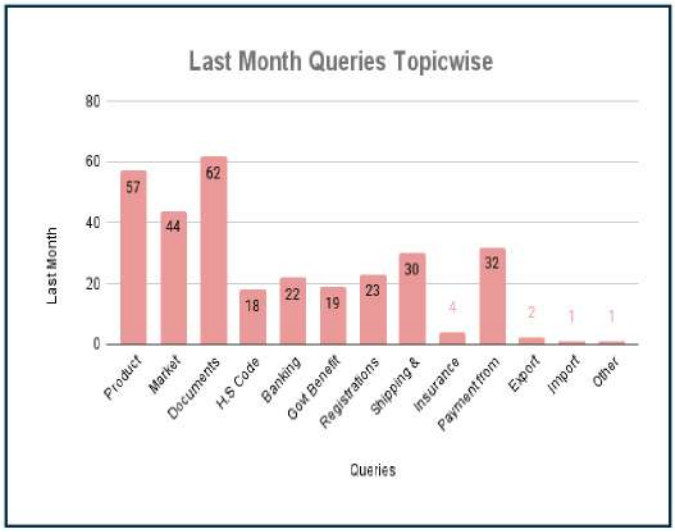
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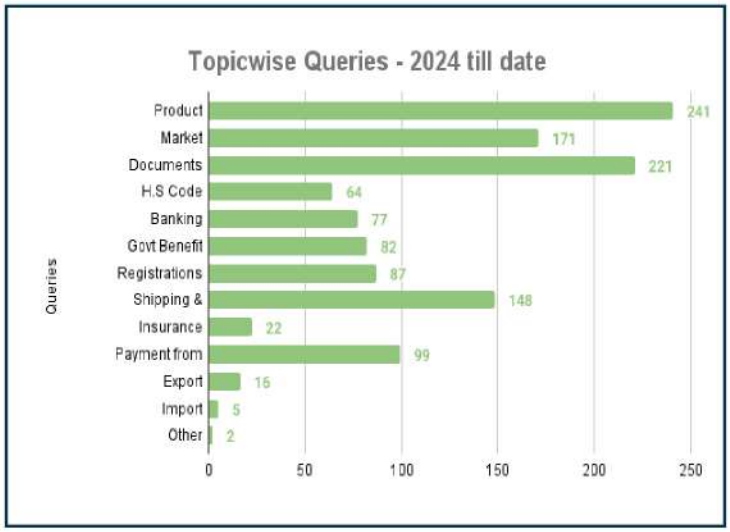
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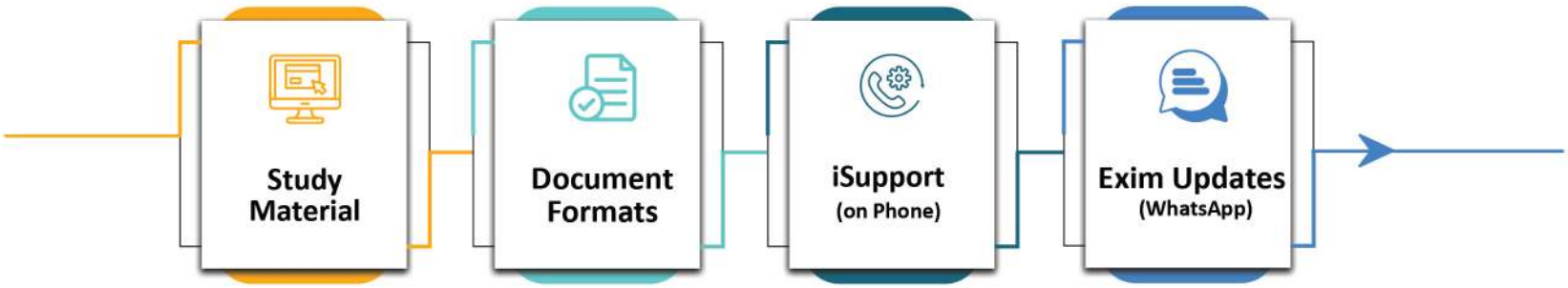






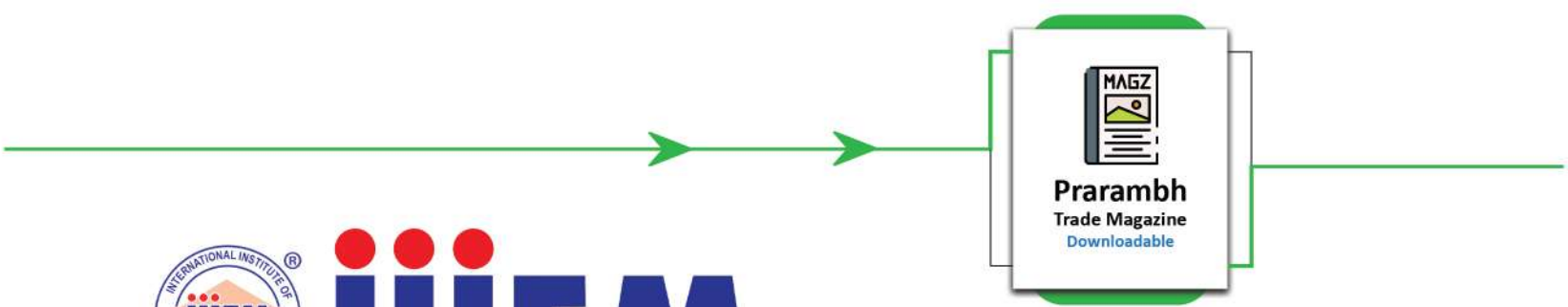


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