PRARAMBH
An Export Import Trade Magazine

Mutually Beneficial?



Forward

India has just expanded the horizons further.

India has signed up agreements with Guyana and Nigeria. India is targeting stronger Oil trade.

With Nigeria & Guyana India has a long standing mutual relationship. India signed last month multiple agreements for renewable energy, long term oil trade and hydrocarbons. This will strengthen the trade between India and these countries further making India almost all over the world map!

West Asia still remains a concern with unrest in Syria. It is all so unsure what next in West Asia, will it settle, go on with blasts and wars? Syria today is a tinder box with four brawls, Syrian rebel group, Kurdish groups, USA military, Russian Air strikes, Iran's militia and Turkiye based rebels. Russia and Iran wish to fight it out, Turkiye advices to think again, and the rest wants the president Bashar-Al- Assad out.

On the other side, our own neighboring country, Bangladesh is still unsettled. Bangladesh is sure of not quite liking India but is confused of its national policies, economy and stability. With a neighbor in such an indecisive state and civil unrest, of course India will also suffer.

With more than 1000 days of war time between Russia and Ukraine, it is likely that there may a ceasefire with Trump 2.0 administration in 2025.



Let's pray for peace and cooperation.
Until the next, take care
Team Prarambh

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Message From Founder & CMD-iiiEM

Trump 2.0 and Its Potential Impact on India



Mr. Donald Trump, the President-elect of the U.S.A. has a thumping victory, a majestic come back, Trump has the stars his side. Mr. Donald Trump goes down in history as an unmatched election candidate for presidency in 2024. White House, Senate and the Council – all are won by Trump.

The main promises of Trump during the election have been to elevate the economy of the USA and a jerking halt on Immigration into the USA. As a part of his agenda, Trump is likely to kick start his administration with the below, if all goes as per his election promises:

How will Trump's policies impact India?

1. Immigration Policies

Trump's presidency will be marked by strict immigration policies, such as the H1-B visa cap and restrictions on foreign workers in I.T and Tech sectors.



2. Trade Tariffs

Trump's "America First" approach previously led to higher tariffs on Indian goods, including steel and aluminum.

Under Trump 2.0, India might face renewed tariff challenges, increasing the cost of exports to the U.S.

However, it may also push India to diversify export markets, strengthening ties with other regions.

3. Free Trade Agreement (FTA) with India

Progress on an India-U.S. FTA could slow down under Trump, given his focus on bilateral trade balances.

India's efforts to resolve trade disputes and offer strategic concessions might play a crucial role in keeping FTA negotiations alive.

4. Indo-Pacific Geopolitics

Trump's administration heavily supported the Indo-Pacific Strategy to counter China's influence, which aligns with India's interests.

India could benefit from increased military cooperation, defense technology transfers, and joint exercises like Malabar.

India is an important for Trump 2.0 administration for reasons:

1. Emerging economic Power House
2. Geo-political counter balance to China
3. Quad Partner
4. Manufacturing alternative
5. I.T. Hub
6. India's geographical local in South East Asia.

India's growing economic and military influence, combined with its cultural and political ties to the U.S., makes it indispensable for any administration, including a Trump-led one.

Potential Benefits for India

- Economic Realignment: Stricter U.S. policies on China could divert American companies to India as an alternative manufacturing base.

- Defense Collaboration: Greater emphasis on countering China could enhance India-U.S. defense partnerships.

- Energy Cooperation: India might benefit from a strengthened focus on energy trade, including oil and gas exports from the U.S.

- Global Leadership Opportunities: Reduced U.S. global engagement could allow India to play a larger role in international organizations like the UN and G20.

- Diversion of Supply Chains from China: Trump's strong stance against China could lead to U.S. companies seeking alternative manufacturing bases, with India emerging as a major beneficiary.
  a. Sectors Benefiting: Electronics, textiles, pharmaceuticals, and auto components are likely to see increased U.S. investments in India.
  b. India's "Make in India" initiative could align with U.S. efforts to diversify global supply chains.

- Strengthened Indo-U.S. Trade Relations
  a. Trump's transactional approach might lead to India negotiating better trade deals by offering concessions like increased imports of U.S. agricultural goods and energy.
  b. India could secure reduced tariffs or exemptions for key exports, such as textiles, jewelry, and IT services.
- Boost in Defense Trade
  a. Trump's focus on strengthening U.S. defense exports could lead to significant arms deals with India, enhancing its defense capabilities while benefiting U.S. manufacturers.
  b. Technologies like drones, missile systems, and advanced aircraft could be offered to India under favorable terms.
- Energy Partnerships
  a. India could expand its energy imports from the U.S., including liquefied natural gas (LNG) and crude oil, under long-term contracts.
  b. This would diversify India's energy sources, reduce dependence on the Middle East, and potentially secure favorable pricing.

India represents a strategic partner that aligns with U.S. objectives in countering China, expanding trade, and ensuring stability in Asia.

Trump's 2.0 could introduce some challenges (e.g., stricter immigration policies), but India stands to gain significantly through strategic positioning in defense, energy, economy and trade partnerships. By aligning its policies with U.S. objectives and capitalizing on global shifts in supply chains, India could deepen its trade ties and secure long-term benefits under Trump 2.0.



Dipak Sudhir Manohar

DID YOU KNOW?

Trump's 2.0 is a rare achievement in the American history; securing a non-consecutive second term as President of the United States, a feat last accomplished 132 years ago.

From the Editor's Desk

Can India sustain the GDP growth?



India, as world's emerging growth engine, needs to shoulder the responsibility of steady economy.

Can India maintain, sustain, and gear up persistently towards the growth at a steady pace?

Here we account for why has India Inc. dropped to 5.4% of GDP growth in the third quarter July to September 2024.

This is India's economic puzzle. GDP growth soared for three consecutive years after the Covid disaster, culminating in an astonishing 8.2% in 2023-24. GDP growth was 7.2% in Q1 of this year too. So far so good.



GDP growth in the July-September quarter crashed to 5.4%, the lowest since Covid. Analysts who had earlier projected high annual growth are scrambling to slash their forecasts. New projections average something like 6.5%.

GoI has higher ambitions. It aims to make India a high-income country by 2047, implying GDP growth averaging 8%. With appropriate reforms, that may be achievable. But India's political roadblocks make this impossible.

What has gone wrong?

1. Weak Manufacturing: Growth dropped to 2.2% compared to 14.3% in the same period last year.
2. Sluggish Mining Sector: Mining contracted by 0.1%.
3. High Food Inflation: Reduced urban consumption, affecting demand.
4. Global Economic Uncertainty: Export challenges due to weaker global demand.
5. Moderated Construction Activity: Growth slowed to 7.7% from higher levels in previous quarters.

These factors, coupled with subdued private consumption, dampened economic momentum.

What are the actionable ways to manage, sustain and buck up the economic growth:

1. Enhancing Infrastructure

- Invest in transport, energy, and digital infrastructure to boost industrial and service sector productivity.

2. Strengthening Manufacturing

- Promote initiatives like Make in India and focus on high-value industries, including electronics and green technologies.

3. Expanding Exports

- Diversify export markets and products while addressing trade barriers.

4. Boosting Rural and Urban Consumption

- Enhance rural incomes through agricultural reforms and urban jobs through skill development.

5. Regulatory and Financial Reforms

- Simplify regulations, improve ease of doing business, and ensure efficient capital flow to SMEs and startups.

6. Focus on Innovation and Technology

- Invest in R&D, promote AI, and integrate emerging technologies across sectors.

7. Prioritize Human Capital

- Improve education, healthcare, and skill training to enhance workforce productivity.

8. Sustainable Development

- Shift towards renewable energy and sustainable practices to secure long-term growth.

9. Global Collaboration

- Strengthen economic partnerships and pursue Free Trade Agreements with many countries to open new trade avenues.

10. Convergence of ideas between political parties

- Curtail on freebies and subsidies. A strict control over expenditure and taxations across all sectors. Primary focus of all political parties should be "India First". Personal egos and individual interests should be strictly kept aside.



India has the talent to grow at 8%. But political roadblocks thwart this.

The equilibrium between economic potential and political roadblocks appears to be 6.5% growth. But 6.5% growth is a very decent rate by international standards. Governing India needs a stronger leadership with tight reins for straying electoral and road-blockers to national growth.

tshah

Trupti Shah

Trade Knowledge - Sanctioned Country

What is a Sanctioned Country?

A sanction in international trade is a legal restriction on trade with a country or group of people. Sanctions are a type of economic sanction, which are economic penalties imposed to achieve policy goals. Sanctions are powerful tools used by countries or international organizations to influence behavior, enforce international norms, or penalize entities for violations. Sanction means prohibition, not allowed to, or barred from.

Sanctions are used to enforce international laws, protect national security, and uphold ethical and human rights standards. They can also be used to pressure a country to comply with international norms or address specific concerns.



These organizations that have the power to sanction are:

- **United Nations (UN):** Primarily focuses on global security, imposing arms embargoes and trade restrictions.

- **United States (Office of Foreign Assets Control - OFAC):** Implements a wide range of tar geted sanctions.
- **European Union (EU):** Focuses on sectoral sanctions, individual listings, and trade restrictions.
- **Canada, UK, and others:** Also actively implement sanctions independently or align with global efforts.

Sanctions can be of various types:

They can target a wide range of activities and entities.

1. Trade Sanctions
   - Description: Restrictions on exports or imports to and from a specific country.
   - Examples: Embargoes: Comprehensive bans on trade (e.g., U.S. embargo on Cuba).
   - Tariffs or Quotas: Restrictions on the quantity of goods that can be traded.
   - Purpose: To pressure governments economically by cutting off access to goods or markets.
2. Financial Sanctions
   - Description: Restrictions on financial transactions or access to global financial systems.
   - Examples:
     - o Freezing assets of individuals, companies, or governments.
     - o Blocking access to international financial systems like SWIFT.
   - Purpose: To restrict the economic capabilities of targeted individuals or regimes
3. Diplomatic Sanctions
   - Description: Reduction or severance of diplomatic ties.
   - Examples:
     - o Withdrawal of ambassadors.
     - o Suspension of a country from international organizations (e.g., Russia's suspension from the Council of Europe).
   - Purpose: To isolate a government politically and diplomatically.

And other types of Sanctions can be:

- **Sectoral Sanction:** Targeting specific industries, such as defense, energy, or technology
- **Travel and Visa Restrictions:** Bans or restrictions on travel for specific individuals.
- **Arms Embargoes:** Prohibition on the sale or transfer of weapons and military technology.

- **Humanitarian Sanction:** Sanctions targeted at preventing access to specific resources while exempting humanitarian goods.
- **Individual Sanction:** Measures targeting specific individuals, often referred to as "targeted" or "smart" sanctions.
- **Cyber Sanctions:** Penalties for cyber attacks or online espionage.
- **Non-Proliferation Sanction:** Sanctions aimed at preventing the spread of weapons of mass destruction.

Most Sanctioned countries as on December 2023 are as following:

Most Sanctioned Countries (December 2023)			
Country	Sanction Context	Currency Used for Trade	Economic Repercussions
North Korea	Nuclear weapons development, human rights abuses, and missile tests.	Limited trade; barter systems and Chinese Yuan (CNY).	Severe economic isolation, reliance on China, widespread poverty, and stunted technological development
Iran	Nuclear program, support for terrorism, and regional instability.	Primarily trades in Chinese Yuan (CNY) and barter deals. (India - Iran trade is in INR)	Inflation, reduced oil exports, limited access to international finance, and economic stagnation
Syria	Civil war, human rights violations, and chemical weapon usage.	Mainly relies on Russian Ruble (RUB) and barter.	Devastated economy, reliance on informal trade routes, and extreme dependency on allied nations like Russia
Cuba	Human rights issues, political repression, and alignment with the USSR historically.	Limited access to USD; uses Euro (EUR) and barter.	Restricted trade opportunities, limited foreign investments, and stagnation in economic reforms
Venezuela	Human rights violations, political corruption, and economic mismanagement.	Uses barter, Indian Rupee (INR), and Turkish Lira (TRY).	Hyperinflation, plummeting oil revenues, high poverty rates, and a mass exodus of citizens
Russia	Ukraine invasion, annexation of Crimea, and political interference.	Trades in CNY, INR, and Ruble-based settlements.	Financial isolation, weakened Ruble, loss of Western markets, and an increased reliance on China and India
Belarus	Belarus has actively supported Russia's military aggression against Ukraine	Russian rubles and Chinese yuan	Economic Decline, Inflation, Dependency on Russia, Limited Market

Product – Ball Point Pens

The ballpoint pen is a revolutionary writing instrument that uses a small rotating ball made of brass, steel, or tungsten carbide to dispense ink as it glides across a surface. Invented in the early 20th century, ballpoint pens have become an indispensable tool in daily life due to their simplicity, reliability, and affordability.

Ball points are the most used writing instruments with benefits like:

- **Convenience:** Requires no refilling like fountain pens.
- **Durability:** The ink dries quickly, making it suitable for a variety of surfaces.
- **Affordability:** Widely available at low costs.
- **Portability:** Lightweight and easy to carry.



Ball point pens are used widely used in schools, offices, and homes for writing, sketching, and signing.

Export Information - Ball pens *	
	Details
H.S. Code 960810 96081000	 Ball point pens Ball point pens
Trade Policy	Export Freely Permitted
RCMC	Plastic Export Promotion Council; FIEO
Government Benefits	Duty Drawback (for 1000 pieces) = 4.20% or a cap of Rs. 269 RoDTEP = 0.3 % - 0.5% of FOB rate Interest Subvention = 3% for MSME Sectors
GST Applicable	18%
* Check all details through www.commerce.gov.in or www.indiantradeportal.in	

Global Market for Ball point Pens:

The global ballpoint pen market in 2023-24 is witnessing steady growth, driven by a combination of increasing demand across educational institutions, corporate environments, and the rising popularity of sustainable and premium products. Here are the key highlights:

Market Size and Growth

- **Market Value:** The global ballpoint pen market was valued at approximately USD 15 billion in 2023 and is expected to grow at a Compound Annual Growth Rate (CAGR) of around 4.3% to 5.3% through 2030.
- **Regional Growth:** The Asia-Pacific region holds the largest share (31.3%), fueled by rising literacy rates, government initiatives to expand education infrastructure, and the large student population in countries like India and China. North America and Europe are also significant markets, with demand for premium and innovative products like stylus and multifunction pens contributing to their growth.

Indian Ballpoint Pen Market Overview:

Market Size and Growth:

The Indian ballpoint pen market is a significant segment of the broader writing instruments industry. As of 2023, the Indian writing instruments market, including pens, is valued at approximately ₹5,800 crore (USD ~700 million).

Ballpoint pens contribute a substantial portion due to their affordability and widespread use. The market is projected to grow at a CAGR of 7-8% from 2024 to 2030, driven by increased demand from students, professionals, and institutions.

Export Growth: India's ballpoint pen exports have risen to $165 million in 2023, with key markets being Algeria, the U.S., and Indonesia.

Market Drivers:

- **Growing Literacy Rates:** India's increasing emphasis on education continues to drive demand for writing instruments.
- **Rural Penetration:** Low-cost ballpoint pens have penetrated rural markets, enhancing overall sales.
- **Corporate and Institutional Use:** Bulk procurement for offices, schools, and government institutions boosts volume sales.

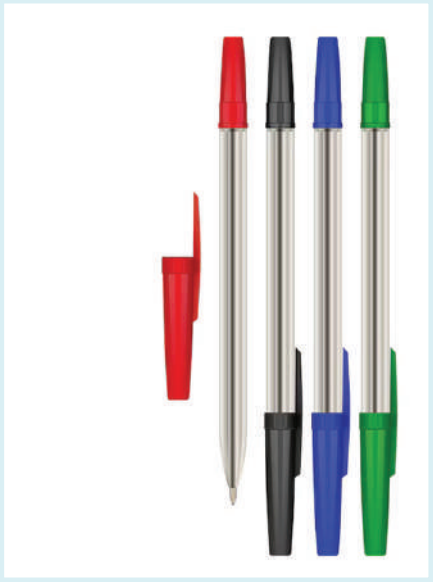
DID YOU KNOW?

The first ballpoint pens sold in New York City in 1945 cost $12.50 each, which was about a day's wages at the time.

Types of Ball Point Pens available in the Indian Market:

Each type of ballpoint pen serves specific needs, making them versatile tools for personal, professional, or creative tasks.

Category of Pens - Based On	Types	Advantages
Design & Mechanism	Capped Ball Pen	a. Removable cap to cover the writing tip. b. Prevents the ink from drying when not in use.
	Retractable Ball point pens	Uses a push-button or twist mechanism to extend and retract the tip.
	Stick Ball Pens	a. Straightforward design with a fixed, non-retractable barrel. b. Typically disposable and economical.
Ink Type	Oil Based Ink Pens	a. Uses thick, oil-based ink. b. Produces smooth, smudge-resistant lines.
	Gel Based Ink	a. Combines water and pigment, resulting in brighter colors. b. Writes more smoothly than oil-based pens but dries slightly slower.
	Hybrid Ink Pens	Blends oil-based and gel inks for smoother writing and faster drying and minimal smudging
Usage	Disposable Pens	Inexpensive and designed for single-use.
	Refillable Pens	a. Allows replacing ink cartridges when they run out. b. Environmentally friendly and cost-effective in the long term.
	Ergonomic Pens	. Designed with special grips or barrel shapes to reduce hand fatigue . Ideal for people who write extensively or have specific hand needs
	Luxury & Designer Pens	a. Made with premium materials like metal or lacquer finishes. b. Often gifted and used as status symbols or collectibles.



Ball pen with Cap



Retractable Ball pen



Metal Ball Pen



Eco-friendly Ball Pen



Luxury Pen



Disposable Ball pen

Materials Used in Ballpoint Pens:

Ballpoint pens primarily consist of a barrel, tip and ink. The barrel serves as the pen's body, while the ink is the writing medium. The ball point or tip is for type of writing.

- Barrel of Pen
- Ink of Pen
- Ball point of Pen

Below are the tables on the material used for manufacturing the three parts of pens:

Pen Barrel Materials		
Material	Uses	Advantages
Plastic	Common in disposable pens and budget models.	Lightweight, cost-effective, available in a variety of colors and designs.
Metal	Found in premium and luxury pens.	Durable, gives a professional and sophisticated appearance.
Acrylic	Used in mid-range and decorative pens.	Transparent or translucent options; allows customization and stylish designs.
Wood	Seen in handmade and luxury pens.	Eco-friendly, offers unique aesthetics, and feels warm in hand.
Carbon Fiber	Found in high-performance pens.	Extremely strong, lightweight, and gives a modern, high-tech look.
Recycled Materials	Used in eco-friendly pens.	Reduces environmental impact, promotes sustainability.

Ink Types and Composition		
Ink Type	Uses	Advantages
Oil-Based Ink	Everyday writing, general use.	Dries quickly, smudge-resistant, writes on most surfaces.
Gel Ink	For artistic work and bright documents.	Vibrant colors, smooth writing experience, suitable for dark or glossy paper.
Hybrid Ink	Combination of oil and gel applications.	Smooth flow like gel ink with faster drying and better smudge resistance than pure gel ink.
Water-Based Ink	Found in hybrid pens or specialty pens.	Less viscous, provides a lighter touch, but slower to dry than oil-based inks.
Pigmented Ink	Archival documents, legal papers.	Fade-resistant, waterproof, ensures longevity of written content.

The **ball tip** or **tip** of a ballpoint pen is crafted from durable materials to ensure smooth writing, longevity, and resistance to wear and tear. Here's a detailed table highlighting the materials, their uses, and advantages:

Tips of Ball point		
Material	Uses	Advantages
Stainless Steel	Commonly used for both ball and tip housing.	Corrosion-resistant; provides durability; cost-effective for mass production; smooth ink delivery.
Tungsten Carbide	Typically used for the ball in premium pens.	Extremely hard and wear-resistant; maintains shape over time; ideal for consistent, fine writing.
Brass	Used in the tip housing of affordable pens.	Affordable; easy to machine; lightweight; suitable for general-purpose pens.
Plastic (High-grade)	Used in low-cost pens for tip housing.	Lightweight; cost-effective; sufficient for disposable pens.
Ceramic	Rarely used for balls in specialty pens.	Offers smooth writing experience; highly resistant to wear; excellent for artistic applications.
Gold/Platinum Coating	Occasionally used for luxury pen tips	Enhances aesthetic appeal; corrosion-resistant; provides a premium, smooth writing experience.

The market for eco-friendly ballpoint pens in India is growing, driven by increased environmental awareness and the demand for sustainable alternatives. These pens are crafted from materials like recycled paper, bamboo, wood, and biodegradable plastics derived from plant-based sources such as cornstarch. For instance, pens like the "NOTE" zero-plastic model use recycled paper and vegetable oil-based ink, ensuring 100% biodegradability.

Types of Eco-Friendly Ballpoint Pens and Their Materials

1. **Recycled Paper Pens:**Made with paper barrels and cores, reducing plastic content significantly.
2. **Bamboo Pens:** Durable and stylish, offering a biodegradable alternative to traditional pens.
3. **Wooden Pens:** Crafted from sustainably sourced wood, combining functionality with eco-conscious design.
4. **Plant-Based Plastic Pens:** Composed of bioplastics that decompose naturally, reducing environmental harm.

Export Market from India

India exports ballpoint pens to a wide range of countries. In 2023, the total export value of Indian ballpoint pens reached approximately $165 million. Below is an overview of some major export destinations and their respective values:

Top Countries where India Exports		
Country	Export Value (USD) Approximate	Notes
United States	~$35 million	High demand for premium and customized pens
Algeria	~$12 million	Fastest-growing export market for Indian pens
Indonesia	~$10 million	Competitive market with demand for low-cost options
United Arab Emirates	~$8 million	Strong distribution hub for re-exports in the Middle East
Germany	~$7 million	Demand for eco-friendly and refillable pens
Saudi Arabia	~$6 million	Steady demand for corporate and bulk purchases
Nigeria	~$5 million	Strong market in the educational sector
United Kingdom	~$4 million	Niche market for premium and branded pens

Important Take-aways:

- **Emerging Markets:** Algeria, Nigeria, and other African nations show robust growth in imports of Indian ballpoint pens.
- **Diverse Product Range:** India's exports include disposable, refillable, and eco-friendly pens catering to different market segments.

- **Export Trends:** While the U.S. remains the largest importer by value, emerging economies are becoming important trade partners due to increasing literacy rates and economic development.

These figures highlight India's strength as a global supplier of ballpoint pens, balancing affordability and quality.

Focus or Potential Markets for Export from India

- Algeria
- Nigeria
- South East Asian Countries
- South American Countries
- Saudi Arabia

Types of Ball point Pens Exported from India		
Type of Ballpoint Pen	Export Destinations	Details
Plastic Ballpoint Pens	UAE, Saudi Arabia, Indonesia	Popular due to affordability and wide consumer base. High demand in UAE, with orders exceeding $10,000 per consignment
Metal Body Ballpoint Pens	USA, UK, Germany	Premium pens often used as corporate gifts. Countries like Germany prefer precision-manufactured models
Eco-friendly Ballpoint Pens	European Union, Australia	Made from bamboo, paper, or biodegradable plastics. Gaining traction in environmentally conscious markets
Felt-tip or Sketch Ball Pens	Israel, Thailand, Iraq	Multipurpose pens used in schools and offices, often exported in smaller quantities but consistently demanded

Quality Parameters

1. **Material Quality:**

- **Durability:** The barrel should be made from high-quality plastic, metal, or eco-friendly materials that are robust, resistant to cracking, and capable of withstanding pressure during regular use.
- **Non-Toxicity:** For children's pens and for certain markets like Europe, the material must be free from toxic substances such as lead, phthalates, and BPA.
- **Surface Finish:** The surface of the barrel should be smooth, with no sharp edges or defects.
- **Weight and Balance:** The pen should have an optimal weight and balance, ensuring ease of use without discomfort.

2. **Design and Ergonomics:**

- **Grip:** The pen should have a comfortable grip, especially for extended use, made from materials like rubber or soft plastics.
- **Cap:** If the pen has a cap, it must fit securely to prevent leakage or drying out and meet safety standards for children's pens (e.g., child-safe caps).

3. **Color and Printing:**

- The printing on the barrel should be uniform, clear, and resistant to fading, particularly for branded pens.

Ballpoint Pen Ink

1. **Viscosity and Smoothness:**

- Ink should have the right viscosity to ensure smooth writing without skipping or excessive flow.
- The ink should be fast-drying to prevent smudging, particularly for gel-based or hybrid inks.

2. **Durability:**

- The ink must be resistant to fading over time, especially in pens designed for archival or long-term use.

3. **Non-Toxicity:**

- Ink should be non-toxic and conform to the **EN 71-3 (Europe)** or **ASTM D4236 (USA)** standards for safety in toys and other products that may be used by children.

4. **Water Resistance:**

- Depending on the intended market, certain pens may need to have ink that resists water, moisture, or fading in harsh conditions.

Registration and Compliance for Quality

1. BIS Certification (India): If exporting from India, ballpoint pens must comply with the Bureau of Indian Standards (BIS)

2. CE Marking (Europe):
   - This indicates that the pens meet the safety, health, and environmental requirements set by the European Union.

3. ISO Certification:
   - Manufacturers may need to obtain ISO 9001 (quality management systems) and ISO 14001 (environmental management) certifications to ensure adherence to international quality standards.

Lab Tests for Ballpoint Pens

1. Pen Barrels:
   - o Mechanical Testing: Tests for durability, impact resistance, and performance under various temperature and humidity conditions.
   - o Toxicity Testing: Ensures that materials used are safe and comply with regulations such as REACH (EU) and RoHS (Restriction of Hazardous Substances).
   - o Dimension Testing: To ensure the pen fits within standard specifications and operates properly.

2. Ink Testing:
   - o Viscosity and Flow: Ensuring that the ink flows correctly through the ballpoint without clogs or leaks.
   - o Chemical Composition Testing: Ensuring that the ink is non-toxic and meets safety standards for the target markets.
   - o Durability: Tests to check the ink's resistance to fading over time and its behavior under environmental conditions (e.g., heat, humidity, and exposure to light).
   - o Color Consistency
   - o Smudge Resistance
   - o Toxicity
   - o Skin Safety

3. Ink Leakage test
   - o Sealing or cap tightness
   - o Vibration test
   - o Temperature & Humidity
   - o Drop test
   - o Capillary action Test
   - o Ink should be non-toxic under US FDA & EN 71 (for EU)

By ensuring the ink is both colorfast and non-toxic, manufacturers can comply with international safety standards, protecting users and ensuring that pens are safe for a wide range of uses, including for children. These lab tests are essential for ensuring quality and regulatory compliance before pens are released into the market.

Profit Margin

Profit Margin		
Type of Ballpoint Pen	Profit Margin Estimate (%)	Comments
Plastic Ballpoint Pens	35%–50%	Affordable and high-volume product; profits come from economies of scale.
Metal Body Pens	30%–40%	Premium segment; higher margins due to branding and craftsmanship.
Eco-friendly Pens	30%–50%	Margins depend on material cost (e.g., bamboo) and consumer demand abroad.
Luxury Pens	40%–60%	Niche market; high margins due to perceived value and exclusive design.

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Packing, Packaging & Labeling

Packing plays a critical role in maintaining the quality of ballpoint pens during export and ensuring compliance with international standards. Indian exporters use various types of packing based on the type of pen, export destination, and customer preferences.

Packing Materials

- Internal Materials: Foam or separators to prevent pens from colliding during transit.
- Outer Packing: Corrugated boxes with layers of bubble wrap for international shipments.

Labeling Requirements

For exports, packaging must comply with international standards and include:

1. Product Description: Type of pen, material, and any eco-friendly claims.
2. Quantity and Weight: Number of pens and gross/net weight of the package.
3. Manufacturer Details: Name, address, and country of origin.
4. Barcodes and Compliance Marks: Ensures traceability and regulatory adherence.

Common Types of Packing for Ballpoint Pens		
Packing Type	Description	Uses/Advantages
Blister Packaging	Pens are individually packed in clear plastic molds sealed to a cardboard backing.	Protects pens from damage; visually appealing for retail display; allows branding on the cardboard.
Plastic Boxes	Pens are packed in hard plastic cases (e.g., 10–20 pens per box).	Durable and reusable; ideal for premium pens; enhances product presentation.
Cardboard Boxes	Pens are grouped (e.g., 50 or 100) in small cardboard boxes with separators for each pen.	Economical and lightweight; suitable for mass exports; easy to recycle.
Eco-friendly Packing	Made from recycled paper or biodegradable materials, sometimes bundled with minimal plastic.	Aligns with sustainability trends; preferred in eco-conscious markets.
Shrink-Wrapped Bundles	Multiple pens (e.g., 10–20) are tightly wrapped in clear plastic film.	Compact and cost-effective; commonly used for budget pens in bulk exports.
Gift Boxes	Premium pens are packed in individual or dual-slot decorative boxes with branding.	High aesthetic value; suitable for corporate gifting or luxury pen markets.
Master Cartons	Pens in smaller packs are packed into larger cardboard boxes (e.g., 1,000–5,000 pens).	Protects during bulk transit; ensures easy handling and storage.
Custom Packing	Branding, unique designs, or multilingual instructions printed on the packing material.	Enhances product appeal in specific markets; tailored to client preferences.



Blister Packaging



Cardboard Box Packaging



Plastic Box Packaging



Eco Friendly Packaging



Gift Box Packaging

Master Carton Packaging



State of India - Haryana

- Haryana is an Indian state located in the northern part of the country. It was carved out after the linguistic reorganization of Punjab.
- It is bordered by Punjab and Himachal Pradesh to the north, by Rajasthan to the west and south, while river Yamuna forms its eastern border with Uttar Pradesh.
- Haryana surrounds the country's capital territory of Delhi on three sides (north, west and south), consequently, a large area of Haryana state is included in the economically important National Capital Region of India.
- Haryana contains 32 special economic zones (SEZs), mainly located within the industrial corridor projects connecting the National Capital Region.
- Gurgaon is considered one of the major information technology and automobile hubs of India.
- The state is rich in history, monuments, heritage, flora and fauna and tourism, with a well-developed economy, national highways and state roads.

- **Language – Haryanvi, Hindi Punjabi & English**
- **Capital – Chandigarh**
- Exports from Haryana is 4.04% of total exports from India (2023-24)
- **Major Cities –** Faridabad, Gurugram, Ambala, Panchkula, Sonipat, Panipat, Kurukshetra, Hisar, Karnal, Rohtak etc.
- Haryana is the cradle of Indian culture and civilization.
- Haryana is known for Basmati Rice.
- Known as “Land of Roti”.
- Also known as the “Food Mine” of India



Haryana’s economy is based on:

- 52% services, 30% industries and 18% agriculture
- Agriculture: Haryana is a leader in poultry meat production and ranks fourth in wheat production in India. It also produces 60% of India's Basmati exports and 5% of the country's dairy.
- Food processing: Haryana has over 3,000 food processing units.
- Textiles: Includes apparel, knitting, embroidery, and technical textiles.

Top Agricultural Products of Haryana

Top Agricultural Products of Haryana	
Food Grains	Wheat, Rice, Maize, Bajra, Jowar and Coarse Cereals
G.I. & world famous	Basmati Rice
Oil Seeds	Cotton, Seasame, Peanuts
Pulses	Gram, Linseed, Rapeseed
Other Crops	Mustard, Tobacco, Sugarcane
Fruits	Mango, Citrus, Strawberry
Vegetables	Potatoes, Peas, Tomatoes, Onion, Garlic, Carrots Cauliflower, Cabbage, Radish etc.

Major Industries in Haryana

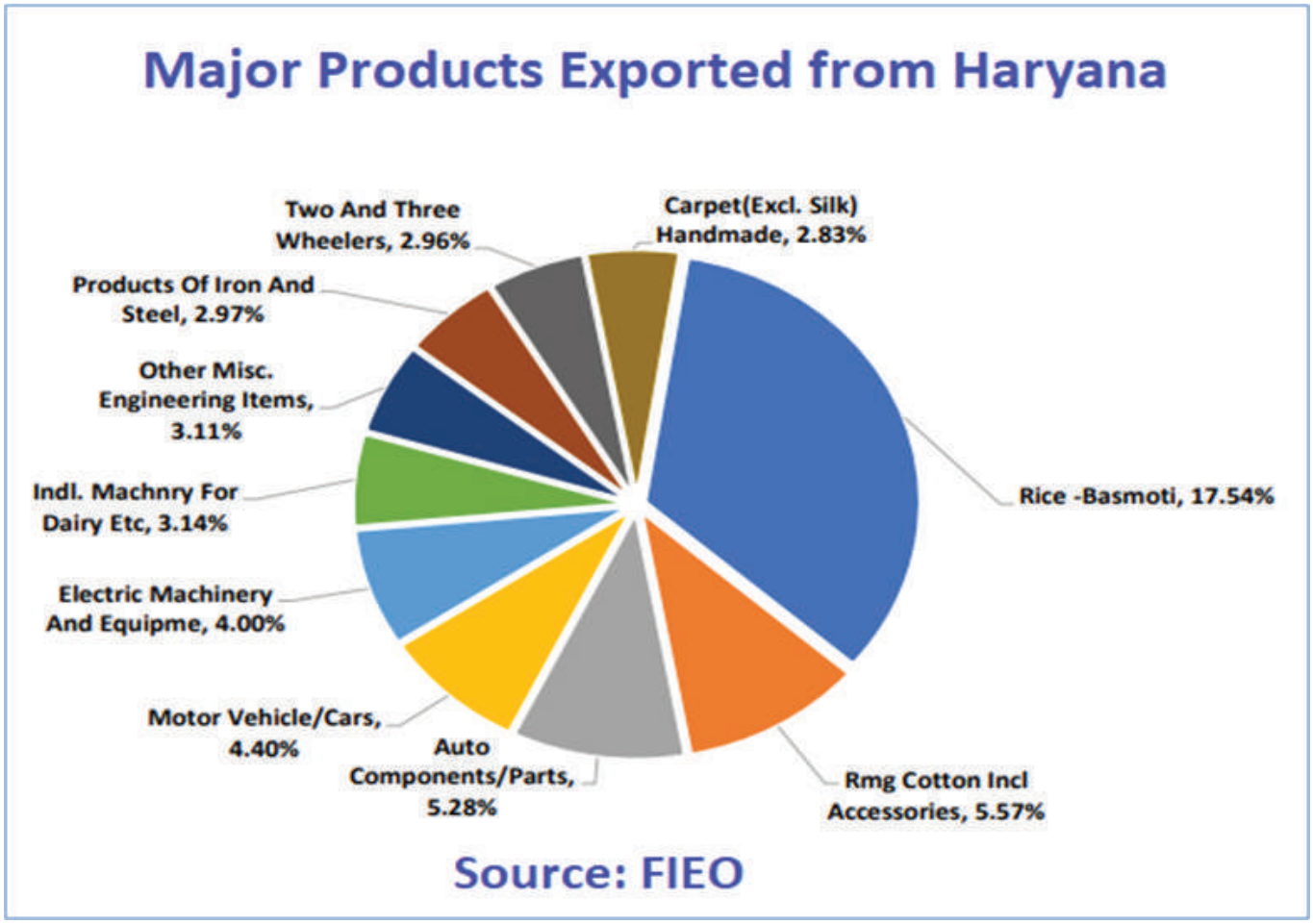
Haryana's proximity to Delhi, its fertile land, and its excellent law and order situation have helped it emerge as an industrial leader.

Top Industries of Haryana	
Industry	Details
Automobiles	Cars, Tractors & Motor bikes
I.T. & Biotechnology	Software
Textile	Handloom and Garment manufacturing
Food Grains	Rice & wheat (major)

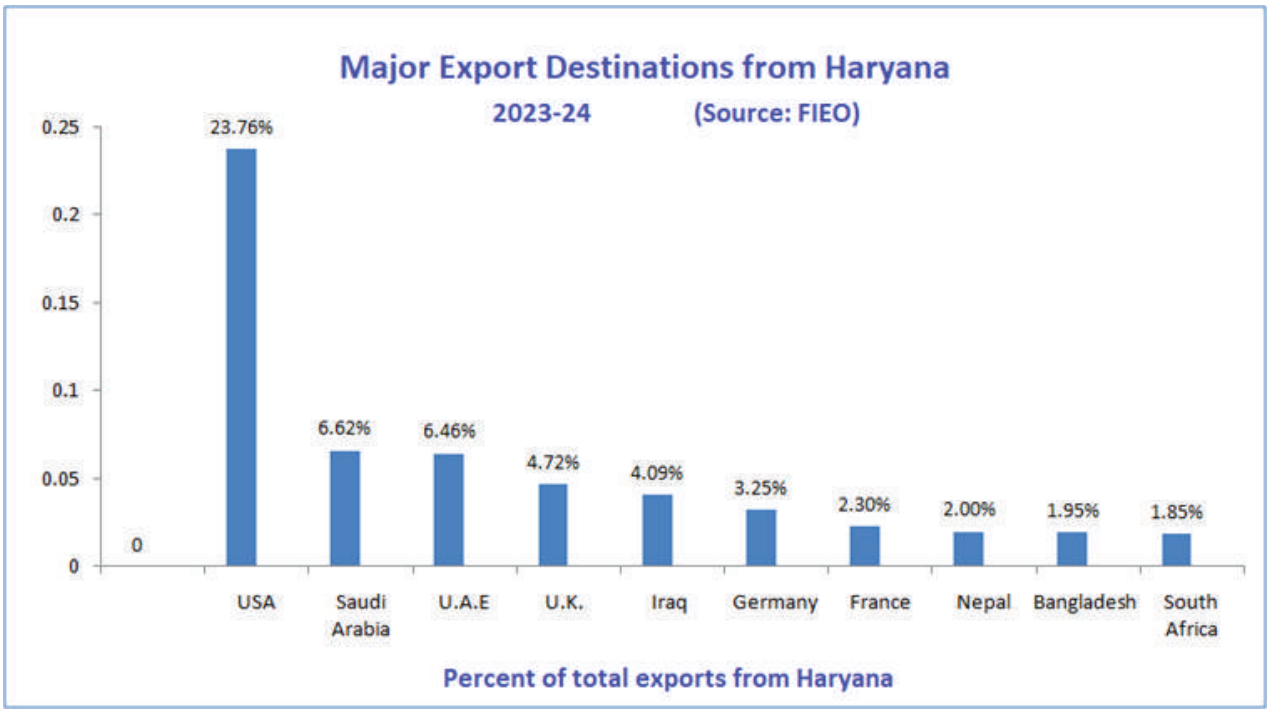
Focus Industries in Haryana

Focus Industries of Haryana	
Food Processing	Pharmaceuticals
Renewable Energy	Electronics
Defense and Aero Space	Footwear & Accessories
Agro-based Industries	Chemical Industry
Light Engineering	I.T. & I.T.eS Industry

Major Products Exported from Haryana



Major Countries where Products from Haryana are exported



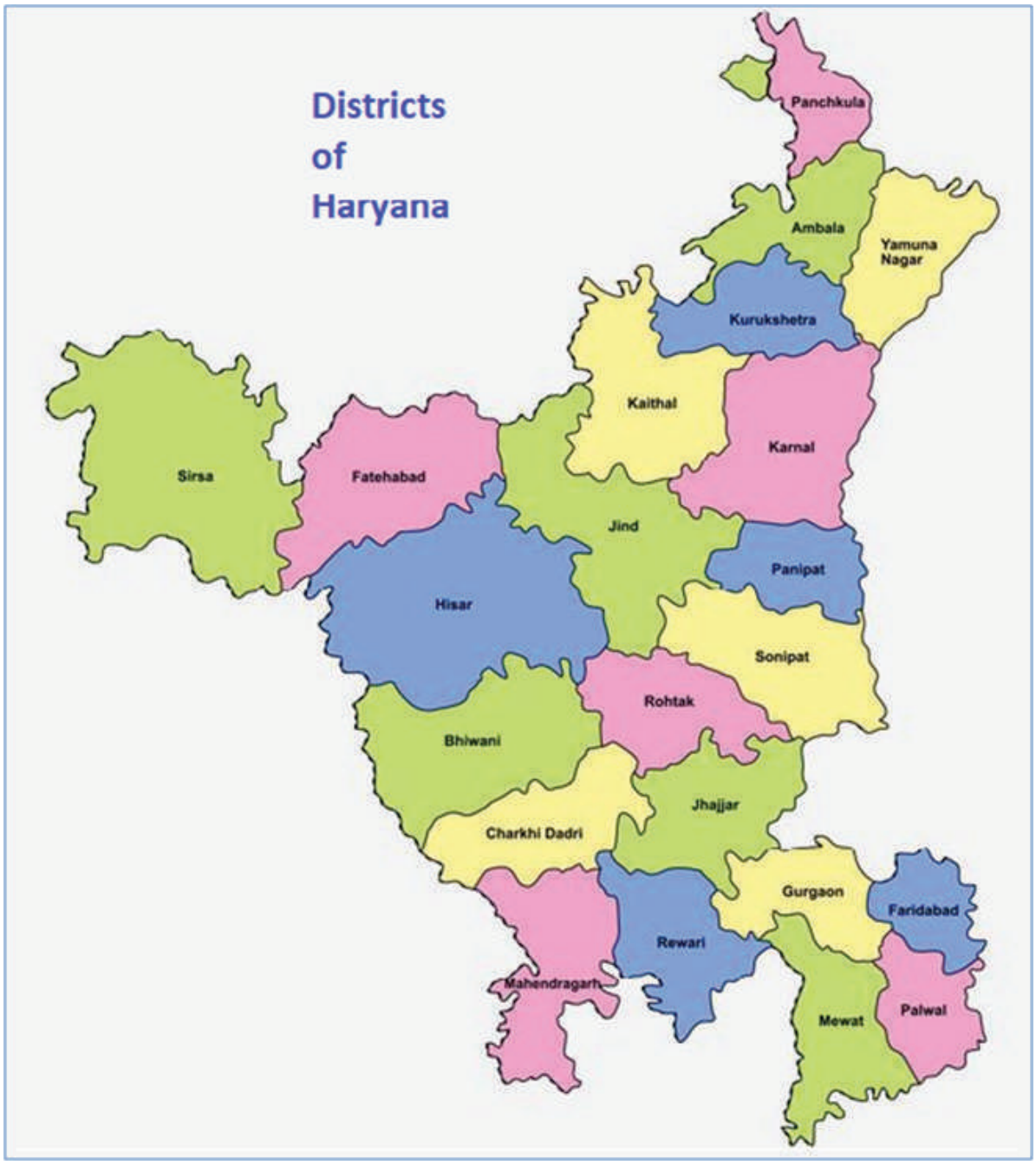
District wise Export Products / Commodities

District / City wise Export Products From Haryana	
City / District	Products & Commodities
Ambala	Rice, Other Agro Commodities, Agricultural Implements,
Bhiwani	Cotton
Faridabad	Auto Components, Tractors
Fatehbad	Cotton
Gurugram	Automobiles, Pharmaceuticals, Railway coaches, Power Utility, I.T. & Auto components; Motorbikes
Hissar	Steel & Cotton; agricultural implements
Jind	Cotton
Karnal	Rice, Agricultural Implements, Pharmaceuticals & FMCG
Kharkhoda	Cars
Kurukshetra	Paper, Rubber, Textile, Steel, Agro Products
Manesar	Cars
Panchkula	Rice, Other Agro Commodities,
Panipat	Textiles and Fertilizers, Agricultural implements; Blankets, Other Agro Commodities,
Pinjore	Machine Tools
Rewari	Motor Bikes
Sirsa	Cotton, Agricultural implements,
Sonipat	Railway Coaches, Medicines, Food Manufacturing & Auto Components, Other Agro Commodities,
Yamunanagar	Rice, Other Agro Commodities,

Haryana is a Landlocked State.

Customs Points in Haryana			
Sea Port	ICD	ICD with CFS	Airport
It is a landlocked state	Faridabad Tughlakhabad (New Delhi) Riwari (Delhi) Dadri (Noida) Garhriharsaru Bahri	Panipat Sonipat **Road Route** Palwal-Bhagola-Janauli	Hisar* *Being developed as an international airport

District wise Map of Haryana



DID YOU KNOW?

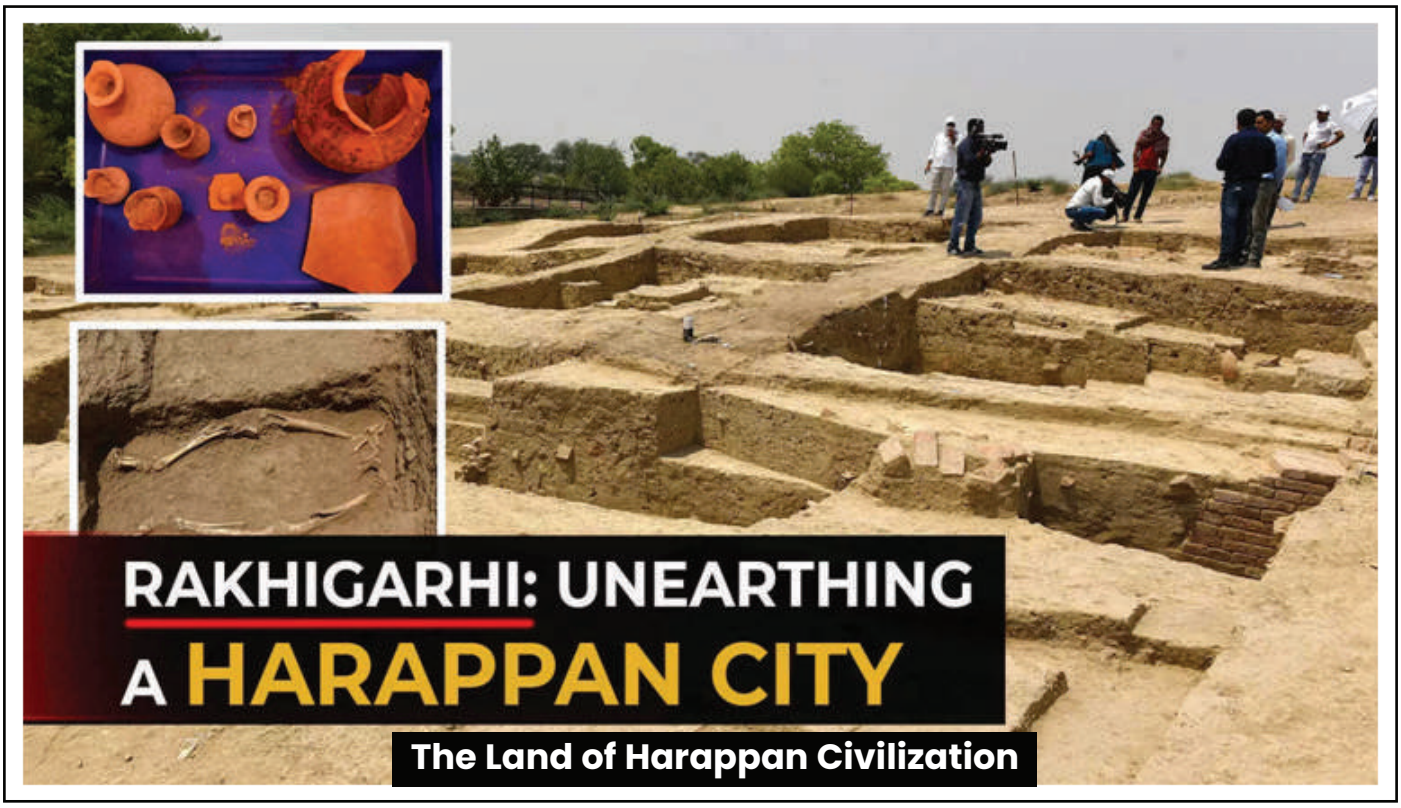
The name Haryana is a literary term that means "Hari's Forest Land". It is also a misspelling of "Hariana," which is mentioned in a Sanskrit inscription from 1328 AD as "the heaven on earth.

G.I. Products - Haryana






Land of Mahabharat


RAKHIGARHI: UNEARTHING
A HARAPPAN CITY
The Land of Harappan Civilization

Country - Guyana

- Guyana, officially the Co-operative Republic of Guyana, is a country on the northern coast of South America, part of the historic mainland British West Indies.



- Georgetown is the capital of Guyana and is also the country's largest city.
- Guyana is bordered by the Atlantic Ocean to the north, Brazil to the south and southwest, Venezuela to the west, and Suriname to the east.
- Guyana is situated outside of the hurricane zone, Guyana is safer than other Caribbean nations.
    - **Language** – English, Guyanese Creole
    - **Major Cities** - Georgetown, Linden, New Amsterdam, Bartica, Mahaica, Corriverton, Anna Regina
    - **Time** - Guyana is behind India by 9 hours and 30 minutes.
    - **Currency** – Guyana Dollar (GYD)
        - Conversion 1 GUYANAD = 0.41 INR
        - Conversion 1 INR = 2.46 Guyanese Dollar (GYD)
        - Conversion 1 USD = 208 GYD

- **Day Light Saving:**
  - No Day light saving in Guyana.
- **Working Days & Time:** Mondays to Fridays (8.00 am to 4.00 pm)

Indians in Guyana, = 39.8% population comprises of Indians.

Indian Exporters to Guyana can check importing norms and requisite documents in the following link:

https://www.gra.gov.gy/business/customs-and-trade/imports/

Agricultural & Allied Products of Guyana

Top Agricultural & Allied Products of Guyana	
Sugar cane	Cattle
Rice	Pigs
Maize	Goats and Sheep
Cocoa	Poultry
Coffee	Fish Industry
Vegetables	Fruits
Tomatoes	Papaya
Zuchhini	Orange
Antrua	Grapefruit
Cucumber	Tangerine
Eggplants	Mangoes
Pepper	Zapato
Cassava	Passion Fruit
Beans	Sapodilla
Kilometer beans	Oranges
Pigeon beans	Watermelon
	Banana

Main Industries in Guyana

Major Industries	
Bauxite Mining	Forestry
Gold Mining	Construction
Uranium	Railway Containers
Diamonds	Tourism
Oil & Gas	Engineering
Agro-Processing	Raw Sugar
Fishing Industry	Meat Industry

Trade between India and Guyana

- **Exports**
  India to Guyana = $79.9 million USD

- **Imports**
  Guyana to India = $7.64 million USD

- **India remains Trade Surplus (in 2022, source OEC World).**



India – Guyana Trade Opportunities

India Guyana Bilateral Trade	
India Exports to Guyana	India Imports from Guyana
Packaged Medicaments	Diamonds
Flat-Rolled Iron	Rough Wood
Large Construction Vehicles	Aluminium Ore
Tractors	Metal working machine Parts
Stone Processing Machines	Scrap Aluminium
Trailers	Wood Stakes
Unglazed Ceramics	Shaped Wood
Values	Aluminium Bars
Refined Petroleum	Iron Scrap
Knitted T-Shirts	Copper Scrap
Rubber Apparels	

Major Ports of Guyana

Guyana is near the North Atlantic Ocean and hence has many sea and air ports for commercial purposes.

Major Ports in Guyana	
Sea Ports	Air Ports
Georgetown	Cheddi Jagan International Airport
Kaituma	Eugene F. Correia International Airport
Kingston	Good Hope Airport
New Amsterdam	Imbaimadai Airport
Linden	Georgetown
Essequibo	
Corentyne	



Unique and Exclusive Products from Guyana

G.I. Products of Guyana	
Product / Commodity	Description
Demerara Rum	Alcoholic Beverage
*Guyana Rice	Rice
*Greenheart Wood	Dense, Durable and Strong wood used in boats and construction
*Wild Hearts of Palm	The heart of a palm is the tender inner stalk of a palm tree, harvested from the center of the tree, used in salads etc. From Barima region.
* Guyana Government is going to register these products under G.I.	

India and Guyana signed several agreements to demonstrate India's growing strategic and economic engagement with Guyana, driven by shared goals in sustainable development, energy security, and regional stability.



Major Banks of Guyana

Banks in Guyana	
Banks in Guyana	Indian Banks
Citizens Bank (Guyana) Demerara Bank Ltd. Guyana Bank for Trade & Industry Republic Bank Bank of Nova Scotia	Bank of Baroda (Guyana) Inc.

DID YOU KNOW?

Guyana is famous for its many waterfalls. There are over 300 waterfalls in the country. Kaieteur Falls is the highest single-drop waterfall in the world.

Guyana is known for its rainforests, which cover almost 85% of the country.

Business in Guyana

1. **Georgetown Chamber of Commerce and Industry**
   https://gcci.gy/
2. **India - Guyana Chamber of Commerce**
   https://indiaguyana.com/
3. **Guyana Manufacturing and Services Association Limited**
   https://gmsagy.org/

Currency, Flag and Map of Guyana





DID YOU KNOW?

Cricket is a popular sport in Guyana, and the country has produced many great cricket players.
Guyana is the only English-speaking country in South America.

Flag of Guyana



Map of Guyana



Unique Products of Guyana

Heart of Palm



Greenheart Wood



Guyana Rice





Demerara Rum

Question-Answer by iiiEM



What is an Export license and when is it required? Madhumita Mondal, Kolkata



An export license is a government-issued document that permits the export of specific goods to a specific destination. It's required for controlled goods that are subject to trade agreements or security concerns.

In India, the Directorate General of Foreign Trade (DGFT) issues export licenses. The Indian Trade Clarification (ITC) system is used to determine which goods require an export license. Goods that are classified as "restricted" in the ITC system require an export license.

Some examples of items that require an export license in India include:

- Live animals
- Endangered plants and animals
- Sandalwood
- Silk
- Cashew plants and seeds
- Frozen silver pomfrets
- Chemicals
- Rice bran
- Vintage motorcycles and their parts
- Antiques, artwork, and products of cultural significance

Failure to obtain a required export license can result in fines, restrictions on future exports, and legal action.



Which Incoterm would you suggest for export from India? Yesha Bhandari, New Delhi



Apart from 100% advance, no other payment term is the safest.

Incoterms need to be discussed with the buyer.

One needs to negotiate the Incoterm keeping in mind the credit period or payment terms as discussed with the buyer.

It is important to note that since 90% of the international trade is through waterway transport or sea routes, FAS, FOB, CFR and CIF are the most used Incoterms all around the world.

- FAS = Free Alongside the Ship (this is up to the terminal at India's Port of Loading)
- FOB = Free On Board (the container is loaded in to the vessel or ship at the port of Loading)
- CFR = Cost and Frieght (payment of FOB and Ocean Frieght at the port of loading)
- CFR = Cost, Insurance and Frieght (CFR + Marine Insurance at the port of Loading)

Hence, you may think of any one of the above Incoterms 2020 for your export order.



How can I check the HS codes? Can you help with links to search the same?
Paul Thomas, Wayanad, Kerala



Harmonized system Code as designed by the World Customs Organization (WCO) helps us in classification of goods or products. All the countries in the world follow this nomenclature of products in digital language, that is, numbers in English.

Below we give a short list of websites from where you can search HS codes Chapter wise:

1. https://indiantradeportal.in
2. https://www.mca.gov.in/XBRL/
3. https://indiapost.gov.in
4. https://www.dgft.gov.in/CP/?opt=itchs
5. World Customs Organization

Please select the right description for your product & then choose the corresponding number.



I have not yet received my payment from my buyer. What should I do?
Tarachand Jain, Jaipur, Rajasthan



Dear Mr. Jain, if you have taken the credit insurance from ECGC, you can notify ECGC of the default of payment from the buyer.

If you do not have ECGC credit insurance, please try to sell the cargo to the buyer at a lower price.

If the buyer is not answering your calls or emails, look for another buyer who can buy the cargo immediately from the port of destination.

Also log-in your trade complaints at DGFT, Indian Embassy in Buyer's Country, and inform by email the Export Promotion Council also.

Write to us at askus@prarambh.news for your queries.

DID YOU KNOW?

Russia is the largest country in the world with 11 time zones.

90 percent of the world's population lives in the Northern Hemisphere.

India is fourth largest in Foreign Reserves with about 700 Billion USD in the world. Before India, it is China, Japan and Switzerland.

1. India's Exports Surge 17.25% In October, Highest In Two Years

India's merchandise exports in October saw a remarkable rise of 17.25 per cent, reaching $ 39.2 billion, the highest growth in over two years.

Engineering, electronics, pharmaceuticals, chemicals, plastics, and agriculture — as well as trade relations with 20 strategically important countries. These 20 nations represent 60 per cent of global imports.

This has been an extremely good month for exports...If we continue in this manner, we will cross $ 800 billion of exports (goods and services together) this (fiscal) year.

Read more... India's Exports Surge 17.25% In October, Highest In Two Years; Trade Deficit Widens

2. Apple's India exports hit record $7 billion in 7 months

Breaking all previous records of smartphone exports, Apple's iPhone exports touched Rs 60,000 crore, or around $7 billion, in the first seven months (April-October) of the current fiscal. This translates into an average of $1-billion exports per month, a feat achieved for the first time by any company, according to industry sources. The milestone follows the smartphone production-linked incentive (PLI) scheme announced in 2020, after which Apple began shifting its manufacturing to India.

Read more... Apple's India exports hit record $7 billion in 7 months

3. India has trade surplus with 151 nations; deficit with 75 during Jan-June 2024

The Global Trade Research Initiative (GTRI) said that India does not need to worry about the trade deficit from importing crude oil and coal, however, it must focus on reducing the industrial goods imports, especially from countries like China, as these threaten India's economic sovereignty.

Read more... https://www.thehindu.com/news/national/india-has-trade-surplus-with-151-nations-deficit-with-75-during-jan-june-2024-gtri/article68592580.ece

4. India rejects food consignments from China, Japan, Sri Lanka, Bangladesh, Turkey on food safety worries

New Delhi: India has rejected consignments of apples, nuts, alcoholic beverages and sushi from Sri Lanka, Bangladesh, Japan, China and Turkey this year because they fell short of the standards set by it.

The apex food regulator—Food Safety Standard Authority of India (FSSAI) – has made public the names of the countries on their recently launched Food Import Rejection Alert (FIRA), a portal which enables rapid exchange of information among authorities worldwide on food safety & health risks derived from rejected food. FIRA enables relevant food authorities/stakeholders to take immediate action for prevention & control of risk before it causes harm and ensures enhanced traceability & transparency.

India imports food items from more than 100 countries.

Routinely, the major reason for rejection of product is quality or safety criteria, other criteria are labelling declaration, accompanying document deficiency and any other product or country specific requirement. Broadly, safety parameters include pesticides, heavy metals, colors, flavours etc. and quality parameters include moisture, fat content, total ash etc.

Fresh red apples from Turkey were rejected on 31 July at Kolkata Port because of short shelf life.

Green Apple, Tea Bags, Areca nuts, Cinnamon dried Flower buds, alcoholic beverages, sushi and many other food products from Japan, Bangladesh, Sri Lanka, China, Turkey and other countries.

Read more... India rejects food consignments from China, Japan, Sri Lanka, Bangladesh, Turkey on food safety worries

DID YOU KNOW?

From 2024 onwards India's focus is on:

a. I.T. - Artificial Intelligence (AI), Data Analytics, Cloud Computing, and the Internet of Things (IoT).
b. Renewable Energy Sector
c. Health Care Sector
d. Consumer Goods Sector (FMCG)
e. Infrastructure – building road, bridges, sea ports, and dry ports

International Trade Fairs

The most effective way to find genuine buyers & suppliers for Export Import Industry.

Visiting International Trade Fairs is beneficial in various ways :

- Participation in overseas trade fairs increases buyer finding for exports.
- Trade fairs are a unique way to build trust and confidence.
- Trade Fairs bring the entire marketplace in a centralized way.
- Exhibitions provide a unique networking platform to both Indian and foreign
- participants.

International Trade Fairs 2024 - 25				
Exhibition	**Industries**	**City**	**Country**	**2024 - 25**
Anuga 2025	Food Industry, Food Processing, Beverages etc	Cologne	Germany	4 - 8 Oct 25
India International Fair (IIFT)	Electrical & Electronics; Furniture	New Delhi	India	14 - 27 Nov 24
N-E Plast Expo	Packing & Packaging; Ind. Engineering	Guwahati	India	17-20 Nov 24
Light & LED Expo India	Light & LED	New Delhi	India	21 - 23 Nov 24
Uniform & Sports wear Expo	Uniforms and Sportswear	Mumbai	India	21 - 23 Nov 24
N-E Wood Expo	Furniture - Home & Office	Guwahati	India	22 - 24 Nov 24
N-E Build Expo	Building & Construction	Guwahati	India	22 - 24 Nov 24
Auto EV India	Auto & Automative; Electrical & Electronics	Bangalore	India	27 - 29 Nov 24
Food Tech	Food, Beverages & Hospitaly	Kolkata	India	29 - 2 Dec
Cosmoprof	Cosmetics; fashion & Beauty	Mumbai	India	5 - 7 Dec 24
Indo Mithai 2024	Indian Mithai & Namkeen	New Delhi	India	18 - 20 Dec
Garknit - X	Apparels and Garments	Kolkata	India	20 - 22 Dec
Cast India Expo	Casting & Engineering items	Kolkata	India	7 - 9 Feb 25
India International Garment Fair	Apparel & Clothing; Fashion & Beauty	New Delhi	India	14 - 17 Feb 25
Medicall Kolkata	Medical & Pharma and Medical Devices	Kolkata	India	15 - 17 Feb 25
Hamilton Arts Festival	Art & Craft, Consumer Fair	Hamilton	New Zealand	21 Feb - 2 Mar 25
Spring Fair & Homeware Fair	Art & Craft; Furniture	Aukland	New Zealand	24- 26 Aug 25
New zealand Fashion Week	Apparels & Clothing; Fashion & Beauty	Aukland	New Zealand	25 - 30 Aug 25
Foodtech Packtech	Packing & Packaging; Food & Beverage	Aukland	New Zealand	2 - 4 Sept 25
Wellington Go Green Expo	Environment & Waste; Food & Beverage; Organic	Wellington	New Zealand	1 - 2 Nov 25
CEFBEX	International Food and Beverage Expo	Cebu	Philippines	9 - 12 Dec
PIFS Manila	International furniture Show	Manila	Philippines	3 - 6 Mar 25
WOFEX Drinks	Hospitality & Food Trade Show	Pasay	Philippines	27 - 29 Mar 25
IFEX Philippine	Food and Ingredients	Manila	Philippines	May-25
Balkan Textile	Textile, RMG, Fashion accessories etc	Belgrade	Serbia	Feb-25
Check the website before planning - www.10times.com				

Exporter of the Month - Vaishnavi Moholkar

A Budding Exporter: Vaishnavi's Journey



Vaishnavi Moholkar

We are thrilled to celebrate the remarkable achievement of Vaishnavi Harshawardhan Moholkar, a bright and determined student who has successfully ventured into the world of international trade. Vaishnavi's journey from a student to a successful exporter is an inspiration to all aspiring entrepreneurs.

A mother to a seven year old, Vaishnavi holds a B.E.I.T degree from Pune University. With a strong foundation in engineering and a keen interest in business, she embarked on a successful corporate career at Rushiharsh Industries Pvt. Ltd., where she gained valuable experience in sales and purchase.

Driven by her entrepreneurial spirit, Vaishnavi founded Topsoil Fruits India Pvt. Ltd. and has taken significant strides in the export of Indian table seedless grapes to diverse international markets. She has exported fuits like grapes and pomegranate to Malaysia and Dubai. Her dedication, hard work, and strategic approach have enabled her to overcome challenges and establish a strong foothold in the global market.

Vaishnavi's success story serves as a testament to the power of passion, perseverance, and a willingness to take risks. Her journey inspires us all to dream big, work hard, and strive for excellence.

We congratulate Vaishnavi on her outstanding achievement and wish her continued success in her entrepreneurial endeavors.

We wish Vaishanvi the very best.

Watch my interview: https://www.youtube.com/watch?v=90ReW7DpfoM&t=3s







Komal Sardhara

From - **Ahmedabad**
Product - **Antique Jewellery** (Export)
Exported Country - **Australia, Russia**



Vatsal Gajera

From - **Surat**
Product - **Onion (Export)**
Exported Country - **Dubai**

Rahul Patel

From - **Mehsana**
Product - **Cotton (Export)**
Exported Country - **China**



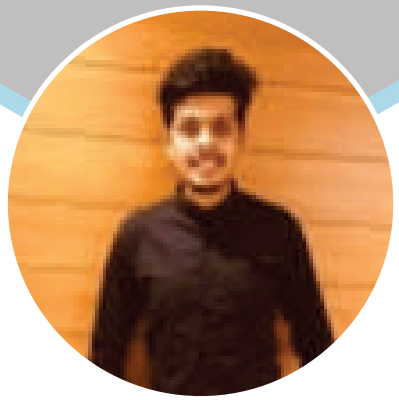
Faiz Khan

From - **Mumbai**
Product - **Banan, Onion** (Export)
Exported Country - **UAE**



Jayesh Hinger

From - **Mumbai**
Product - **Gypsum Board**
Exported Country - **China**



*For Educational Purpose Only

GUIDING LIGHT



Mr. Hiren Parmar

Our sincere appreciation for Mr. Hiren Parmar. He is truly an exceptional faculty in the International Trade course. Mr. Parmar has deep knowledge, great passion, and has dedication to teach, this has made a significant impact on the participants' to pursue their business in Exports.

Throughout the tenure, Mr. Parmar has provided clear and engaging lectures, supplemented with real-world examples and case studies. Hiren's expertise in international marketing and sales, export and import operations, product sourcing and procurement, international market expansion and strategy, and export/import customer service and relationship management has been invaluable.

Hiren has always placed high emphasis on the practical application of international trade concepts. You really make participants "think" while to impart them knowledge.

iiiEM participants have been giving high loyalty remarks for insightful explanations with examples on Import and Export Management.

Thank you again, Mr. Parmar for your outstanding teaching and mentorship. We are grateful for the knowledge and skills you have imparted to the iiiEM participants.

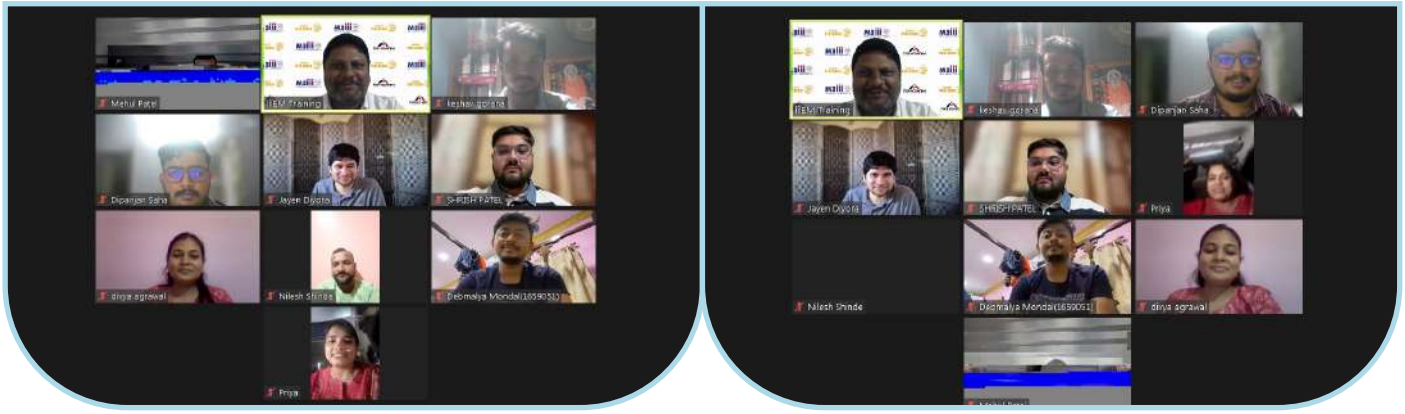
INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

IIIEM



Pragati (Offline) Ahmedabad





Pragati (Online)

The Dronagiri ICD



Raigad, ICD Visit



Upcoming Batches in Various Centers

Ahmedabad
(Advance Batch)
22nd Dec 2024

Vadodara
(Advance Batch)
29th Dec 2024

Surat
(Advance Batch)
22nd Dec 2024

Rajkot
(Advance Batch)
22nd Dec 2024

Delhi
(Basic Batch)
29th Dec 2024

Mumbai
(Basic Batch)
22nd Dec 2024

Pune
(Advance Batch)
5th Jan 2025

Nagpur
(Basic Batch)
5th Jan 2024

New Videos Released

















Export Jobs

Apply Now!

A Leading Logistics Company, Kolkata

Requires

Sales Executive (2)

- Any Graduate
- Experience Preferred - in Customs & Freight
- Interest in Sales
- Good Communication Skills
- Age: 24 to 34 Years

- Salary Range: Rs. 16k to 20k
- Benefits: All Company Benefits

A Chemical Company, Indore

Requires

Export Sales Manager

- Any Graduate
- Strong Communicaton in English
- Experience in Client Relationship
- Knowledge of Documentation & Logistics
- Age: 27 to 34 Years

- Salary Range: Rs. 25k to 35k
- Benefits: All Company Benefits
- Preferred Females

A Freight Forwarding Company, Mumbai

Requires

Documentation Executive

- Any Graduate
- Experience in Export Documentation
- Experience in Import Documentation
- Logistics
- Age: 23 to 30 Years

- Salary Range: Rs. 15k to 20k
- Benefits: All Company Benefits
- Preferred Females; Males May also Apply

Apply with Resume

jobs@iiiemjobs.com

China Trade Tour with iiiEM

iiiEM
An Export Import Training Center

Let's Explore China with iiiEM

Duration: 6 Nights, 7 Days (5th–11th Jan 2025)



GET FREE!
IMPORT VIDEO PROGRAM

Itinerary Highlights

5th Jan:
Arrival in Hong Kong, transfer to Guangzhou.

6th Jan:
Baima Clothing Market, Guangzhou attractions.

7th Jan:
Foshan furniture markets.

8th Jan:
Shunde ceramic markets.

9th - 10th Jan:
Shenzhen electronics markets and shopping.

11th Jan:
Departure via Hong Kong.

FOR MORE INFO
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Benefits

- Network with industry leaders and potential partners.
- Gain insights into China's trade markets.
- Attend B2B meetings tailored to your business.
- Visit leading factories, markets, and warehouses.

Package Details

Inclusions:

- 3/4-Star Accommodation
- 144-hour Visas & HK Par visas
- Meals (breakfast & dinner)
- Local Attractions

Exclusions:

- Airfare
- Personal Expanses
- Sticker Visa Charges

Package Price

Seats filling fast!
Register today to avail the early bird discount.

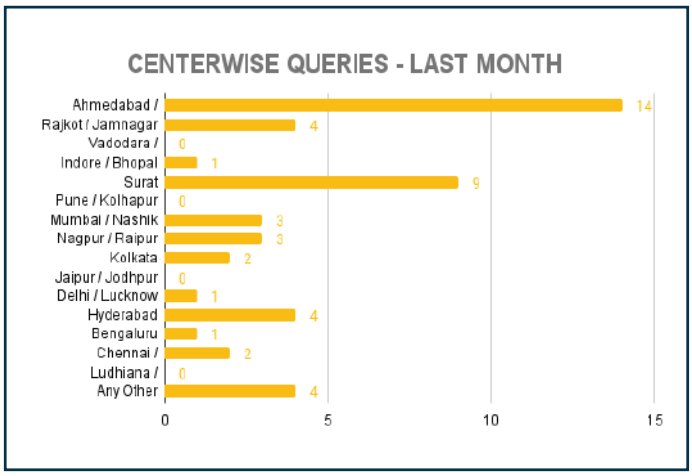
₹79,999
(₹74,999 with Early-Bird discount until 10th Dec 2024)
Taxes: (5% GST & 5% TCS)

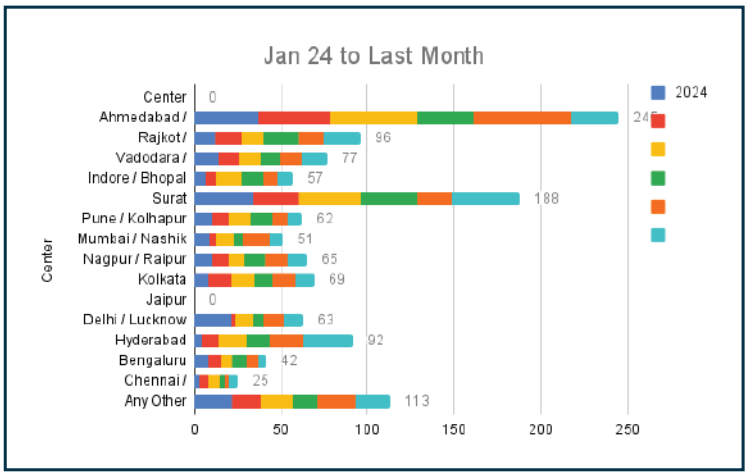
iiiEM Support Services Analysis

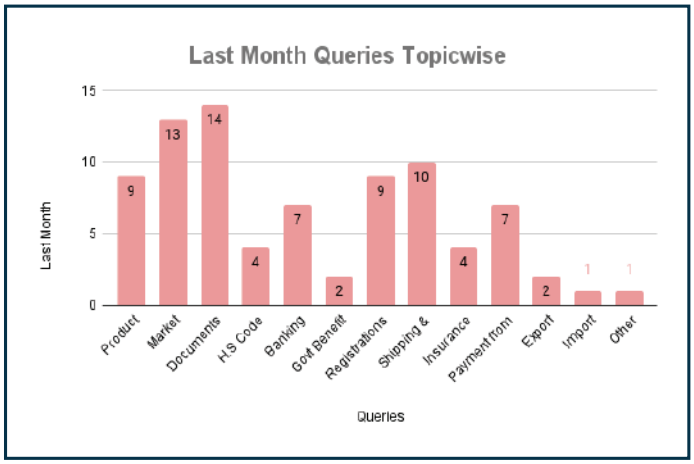
iiiEM offers a lot of Support Services – Lifetime Free – for the Participants and associates.

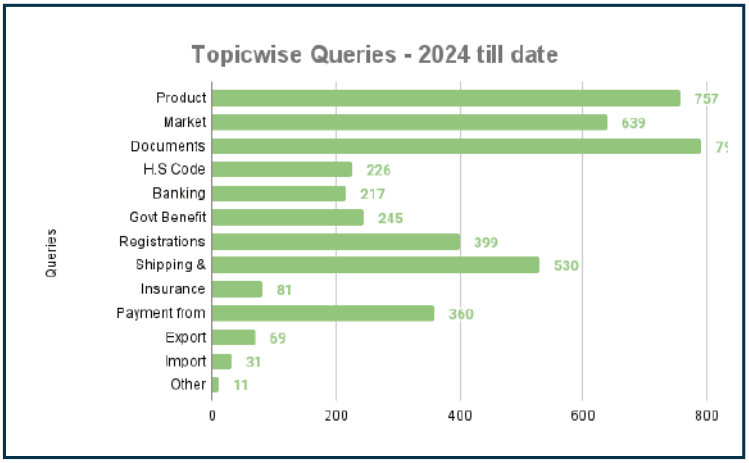
We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' needs, improving our deliverables and services.

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









DID YOU KNOW?

India contributes 70% of the world's spice exports, with turmeric, cumin, and chili leading the pack.

Support Services

- Study Material
- Document Formats
- iSupport (on Phone)
- Exim Updates (WhatsApp)
- iConnect (Support on Zoom)
- Website Development 757 300 2484
- Job Assistance
- Export Start Up 757 300 2484
- International Trade Tours 972 775 0921
- Prarambh Trade Magazine Downloadable

iiiEM

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+91 757 300 2484 www.iiiem.in

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https://forms.gle/kJcuyHMCRaGTWoeJ7

CLICK!

Choose the right place where Santa Claus lives.



Name the 'Starred' Water Body.



जागो इंडिया जागो



Sort Waste


THE WORLD'S
BIGGEST EXPORTERS
VALUE OF EXPORTED GOODS IN 2023
TOP 30 TOTAL $19.7T
ASIA
China $3.38T
Hong Kong $574B
Singapore $476B
S. Korea $632B
Vietnam $354B
Taiwan $432B
Malaysia $313B
Thailand $285B
Indonesia $259B
India $432B
Japan $717B
N. AMERICA
Canada $569B
U.S. $2.02T
Mexico $593B
OCEANIA
Australia $371B
EUROPE
Czechia $255B
Italy $677B
Spain $423B
UK $521B
Belgium $562B
Germany $1.69T
France $648B
Poland $382B
Switzerland $420B
Russia $424B
Türkiye $256B
Netherlands $935B
MIDDLE EAST
Saudi Arabia $322B
UAE $488B
S. AMERICA
Brazil $340B
WORLD TOTAL $23.8T
Courtsey: Visual Capitalist