प्रारंभ
PRARAMBH

An Export Import Trade Magazine

India-Canada



Face Off

An Initiative by iiiEM

Oct 2024

Embracing Change for a Thriving Cross-Border Trade

In today's fast-evolving world, international trade is on a dynamic journey, adapting to global events that shape economies and businesses. Recent shifts in geopolitical alliances, changing regulatory landscapes, and economic policies are reshaping cross-border trade in ways that present both challenges and exciting opportunities. In North America, fluctuations in currency and the recalibration of trade agreements are redefining cost structures, urging us to rethink strategies to maintain profitability and resilience.

In a rare event, Canada and India are having diplomatic face off. However, trade between the two countries seems not to suffer.

India has two new deals, one with Germany and the other with Spain. This takes India marching ahead in the defense manufacturing industry.

India's own aspirations to become a top manufacturing hub and the surge in digitalization initiatives highlight new pathways for cross-border trade. As businesses leverage these digital platforms, they stand to gain unparalleled insights and access to new markets.

As you read through this month's edition, let's keep in mind that every disruption holds the potential for growth. It is our resilience and readiness to adapt that will define our path forward.

Together, let's embrace change, harness innovation, and look ahead to a robust future for global trade.

Wishing the best for New Beginnings.
Until the next, take care
Team Prarambh

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India – Canada Face Off



The recent India-Canada diplomatic faceoff stems from several core issues, including political tensions, security concerns, and differences over handling separatist activities. Ideological differences between the two countries have affected the trade and diplomatic relations.

Until 2023, India and Canada shared strong trade ties, educational exchange, and strategic cooperation across several sectors, despite periodic tensions around separatist issues.

However, the recent escalation over security and sovereignty concerns has disrupted this relationship, affecting diplomatic representation, visa services, and trade negotiations. India and Canada have scaled down the diplomatic relationship.



The future of India-Canada relations may depend on how both nations navigate these complex issues while balancing domestic and diplomatic priorities.

Let us see how the trade between the two countries will be impacted.

Impact on Bilateral Trade between India and Canada:

The diplomatic rift and the reduction of diplomats are likely to affect bilateral trade between India and Canada, impacting various sectors and trade-related activities.

1. **Impact on Trade Negotiations and Agreements:**
   - **Paused Trade Talks:** The suspension of diplomatic services and the strained relations have already led to the halting of trade talks between the two countries. Hence, delay in trade agreements.
2. **Reduced Diplomatic Support for Trade:**
   - **Limited Trade Facilitation:** Diplomatic missions typically assist companies from their home countries in navigating foreign markets. The **scaling down of diplomats** means that Indian and Canadian businesses will have fewer resources to address trade issues, access market information, and resolve disputes.
3. **Sectors Most Affected:**
   - **Agriculture and Agro-products:** Canada is a significant exporter of pulses and agricultural products to India, while India exports processed foods, spices, and textiles to Canada. Reduced diplomatic interaction could create hurdles for companies in these sectors, delaying the resolution of tariff issues, quality control disputes, or new market access opportunities.
   - **Technology and Innovation:** Both countries collaborate extensively in technology, innovation, and startups. Reduced diplomatic support might limit the opportunities for tech companies to engage in cross-border partnerships or take part in trade fairs and joint ventures.
   - **Energy Sector: Canada is also a key supplier of energy products to India, including uranium and natural gas. Delays in trade facilitation or investment approvals could affect the smooth flow of these crucial resources.**
4. **Overall Trade Flow Impact:**
   - **Trade Volumes:** Canada and India conduct billions of dollars in bilateral trade annually, with key sectors like pharmaceuticals, automotive parts, information technology, and agriculture. With diplomatic ties strained, both countries might see a decrease in trade volumes and missed opportunities for trade growth in the near future.
5. **Long-Term Effects on Economic Ties:**
   - **Trust and Uncertainty:** The current diplomatic crisis may lead to a loss of trust between businesses and investors from both countries. Even if the political tensions are eventually resolved, the uncertainty created by this diplomatic breakdown could have a long-lasting negative impact on business confidence, making companies hesitant to engage in future trade or investment ventures.

As of FY 2024, the trade relationship between India and Canada has grown significantly, covering various sectors like agriculture, technology, pharmaceuticals, energy, and more. Here's a detailed breakdown of India-Canada trade:

1. India-Canada Bilateral Trade in FY 2024:

Total Trade Volume:

- The total bilateral trade between India and Canada in FY 2024 is estimated to be around USD 9 billion to USD 10 billion, reflecting the ongoing trade expansion despite recent diplomatic tensions.
- India exports more to Canada than it imports, resulting in a trade surplus for India.

India - Canada Bilateral Trade in FY 2024	
India Exports to Canada	India Imports from Canada
Pharmaceuticals	Pulses & Lentils
Textile & Garments	Fertilizers
Clothing Accessories	Natural Resources
Engineering Goods	Forestry Products
Automotive Parts	Aircraft & Machinery
Gems & Jewellery	Edible Oil (Canola Oil)
Agricultural Products	
Tea and Coffe	
Service Exports	
-Education	
-Technology & I.T.	
Total = 6.5 billion USD	Total = 3.5 billion USD
India is Trade Surplus with Canada (OEC - 2022)	

2. Indian Students going to Canada for higher studies

- The highest number of overseas students studying in Canada is from India.
- Canada has been a preferred destination due to its high-quality education, multicultural environment, and post-graduation work options.
- Trends in Indian Students Going to Canada (2019-2024)

Canada's Earning from Indian Students (minimum)			
Year	Number of Indian Students	Approximate Tuition Fees in Canadian Dollars (CAD)	Approximate Value in INR (in Crores)
2019	180,000	CAD 4.5 Billion	INR 25,000
2020	135,000 (due to COVID)	CAD 3.3 Billion	INR 18,500
2021	210,000	CAD 5.2 Billion	INR 30,000
2022	260,000	CAD 6.4 Billion	INR 36,500
2023	280,000	CAD 6.8 Billion	INR 38,000
2024	290,000 (estimate)	CAD 7.0 Billion	INR 39,500

3. Impact of Recent Diplomatic Tensions

Diplomatic tensions could reduce the flow of Indian students to Canada, either due to restrictive policies or students opting for alternative destinations like Australia, the UK, and the USA.

Potential repercussions of a decline in Indian students include:

- Revenue Loss: Loss in tuition fees, potentially affecting university funding.
- Skilled Workforce Shortage: Canada relies on international graduates to fill key workforce gaps, especially in tech, healthcare, and engineering.
- Reputational Impact: Diplomatic issues may affect Canada's image, making it less attractive compared to its competitors.

Estimated loss to Canadian Government even if 20% fall in Students	
Impact Area	Approximate Financial Loss (CAD, if Indian students decrease by **20%**)
Tuition Fees	CAD 1.4 Billion
Indirect Economic Contributions (Living, Rent, etc.)	CAD 1.2 Billion
Total Estimated Annual Loss	CAD 2.6 Billion

In conclusion, we sum up the points below:

- India is the 5th largest economy and the economy driver today in the world
- India is the trade surplus with Canada
- From the "Five Eye" countries, there has been no serious comment on India
- India will import pulses and lentils from alternate destinations like Canada, Myanmar etc.
- India will still surge ahead with 7% GDP growth in FY 2024.

There are more challenges that Canada may face as a fall out of this diplomatic crisis in which Canada has not been able to issue any concrete proof.

Hope wisdom prevails.



Dipak Sudhir Manohar

From the Editor's Desk

Trade Deficit and Trade Surplus Countries



Often we talk about India being a net Importer.

Those glorious days of the "Golden Bird" of prosperity and glamour are centuries ago, when India was actually a Net Exporter.

This century can bring in to India a different kind of richness and prosperity.

It's time we all wake to the facts of the world to check upon how ahead India is factually. And where do the other countries stand?

We as active participants of international trade must know the status of all the countries.

The situation has only grown more complicated in recent years, with international powers like the U.S., Russia, and China playing significant roles, both directly and indirectly.

Trade Surplus:

A trade surplus is an economic state where a country exports more goods and services than it imports, resulting in a positive balance of trade.

Advantages of Trade Surplus Economy

- Increase in National Income
- Strengthened Currency
- Job Creation
- Investment in Economic Development
- Global Competitiveness

Disadvantages of Trade Surplus Economy

- Export becomes more expensive
- Economic dependency on Exports
- Trade disputes and Tensions
- Resources Misallocation
- Inflation can rise in the country

We have an example of China here:

China's Trade Surplus (trillion USD)

FY	Exports	Imports	Surplus
2020-21	2.6	2.1	535 billion
2021-22	3.27	2.68	690 billion
2022-23	3.6	2.7	875 billion

Trade deficit:

Also known as a negative balance of trade (BOT), occurs when a country imports more goods and services than it exports. The value of a country's trade deficit is calculated by subtracting the value of its imports from the value of its exports.

Advantages of Trade Deficit Economy

- Imports at lower costs that may help lower inflation & improve standard of living.
- Trade deficit means country is importing capital thus invites FDI.
- Assures growth by importing machinery, technology, etc.

Disadvantages of Trade Deficit Economy

- Increased debt
- Economic Vulnerability
- Pressures on Government Policies for exporters

India's Trade Deficit (billion USD)

FY	Exports	Imports	Deficit
2020-21	291.8	394.43	-102.63
2021-22	417.81	610.22	-192.41
2022-23	770.18	892.15	-121.97

India has recorded trade surplus with as many as 151 countries such as the U.S. and Netherlands, while the country has a trade deficit with 75 nations including China and Russia during the first half of this year, according to think tank GTRI.

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.

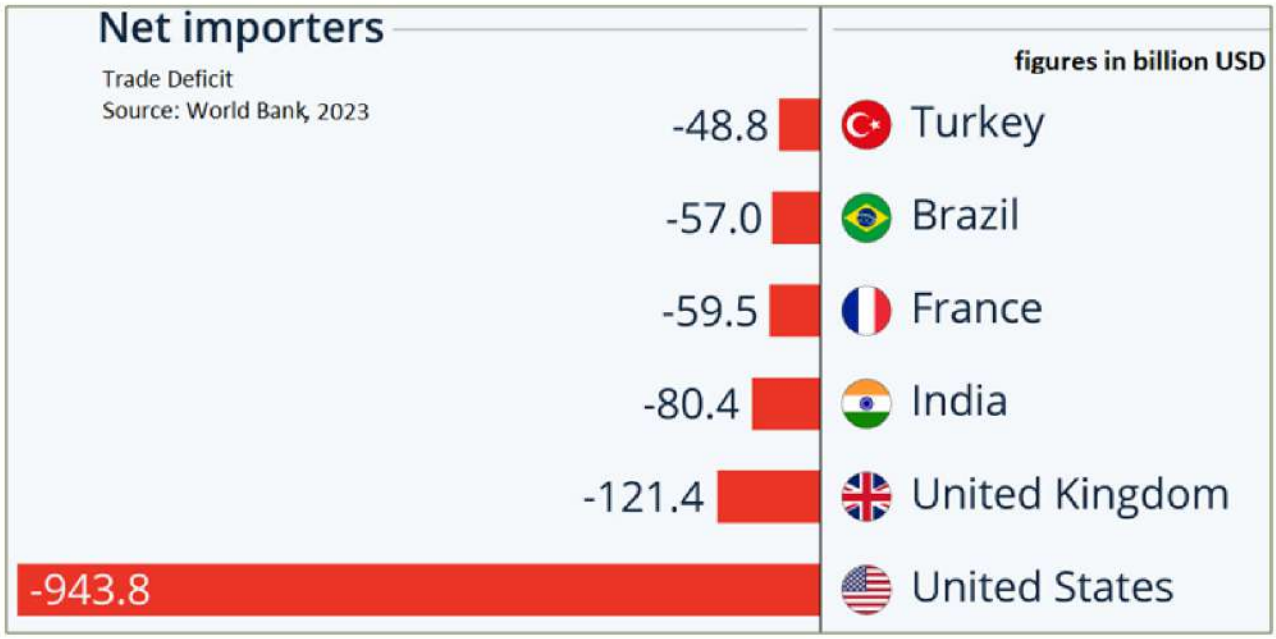
Between January and June 2024, India had a trade surplus with 151 countries, representing 55.8 per cent of its exports and 16.5 per cent of its imports, totalling USD 72.1 billion.

The biggest surpluses were with the USA (USD 21 billion) and the Netherlands (USD 11.6 billion) during January-June in 2024.

India had a trade deficit with 75 countries, which accounted for 44.2% of its exports and 83.5% of its imports, resulting in a USD 185.4 billion deficit, much larger than India's overall trade deficit.

The data analysis by the trade experts also showed that with 23 of 75 countries, India's trade deficit exceeded USD one billion and these countries accounted for 32.9% of India's exports and 73.5% of its imports.

In the world at large, we have the Net Importing Countries as following:



The following are the Net Exporting Countries:



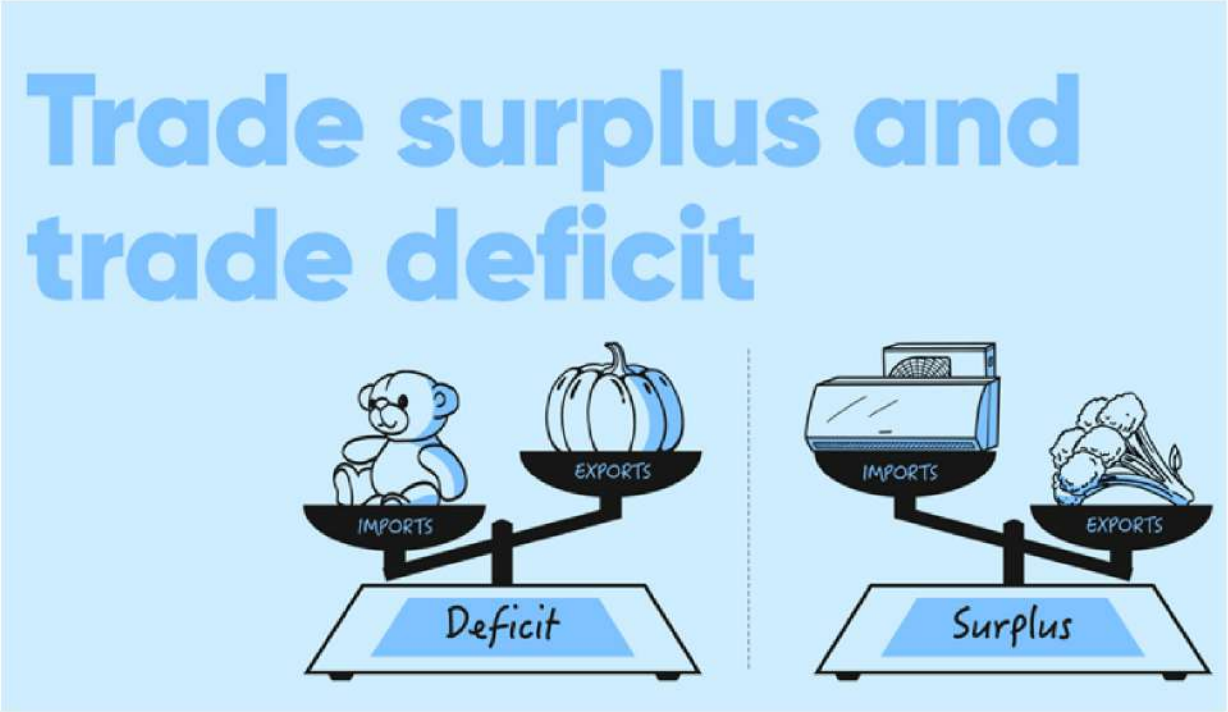
About India – Countries with which India enjoys Trade Surplus Status.

Top 10 Countries with which India is Trade Surplus (2023-24)		
Country	Trade Surplus (B USD)	Export of Key Products
U.S.A.	36.7	Textile, Jewellery, Pharmceuticals & Machinery
U.K.	11.2	Engineering Goods, Pharmaceuticals & Textiles
Netherlands	10	Chemicals, Refined Petroleum & Electronics
Bangladesh	7	Cotton, Machinery & Chemicals
Nepal	5.6	Petroleum Products, Iron & Steel
France	4	Pharmaceuticals, Textile & Machinery
Belgium	3.5	Diamonds, Textiles & Machinery
Italy	3	Organic Chemicals, Textile & Machinery
Turkey	2.8	Refined Petroleum, Textiles & Automotive Parts
Australia	2.5	Refined Petroleum, Textiles & Pharmaceuticals

Countries which help India keep under check with Trade Deficit.

Top 10 Countries with which India is Trade Deficit (2023-24)		
Country	Trade Surplus (B USD)	Import of Key Products
China	85	Electronics, Machinery, Organic Chmicals & API
Russia	57.2	Crude Oil & Fertilizers
Saudi Arabia	34	Crude Oil & Petrochemical Products
Iraq	31	Crude Oil
U.A.E.	20	Gold, Jewellery & Petroleum Products
South Korea	14.7	Electronics, Machinery & Automotive Components
Indonesia	14	Coal, Palm oil, Rubber
Qatar	12	Liquified Natural Gas
Switzerland	10	Gold & Pharmaceuticals
Malaysia	9	Palm Oil & Electronics

India's trade deficit is not simply a sign of economic imbalance but a driver of growth and development. By attracting investments, modernizing industries, and strengthening its services sector, India is laying the foundation for long-term economic prosperity. With strategic policy adjustments, the country can turn its trade deficit into a powerful tool for sustainable growth.



tshah

Trupti Shah

Trade Knowledge - Import Process

In a typical export business transaction, there are several potential risks that SMEs should be aware of and take steps to mitigate. Here are some common risks associated with export transactions:



01 Get IEC, GST, Eight Digit HSN Code, Description of the product — **Buyer**



02 Importer identifies need for product, floats enquiry in global market, shortlists and finalises exporter — **Buyer**



03 Buyer checks country to import from, free trade agreement, import duty in India & other importing expenses. — **Buyer**



04 Contact suppliers from shortlisted countries, ask for quotation & sample. Also check importing norms in India — **Buyer**



05 Check & Shortlist supplier & start communication based on importing norms, quality & documentation required — **Buyer**



06 Supplier will send proforma invoice to buyer — **Exporter**

07 Check the genuineness of the supplier by taking paid service of MNC verification agency.

Buyer

08 If verification report is positive, issue purchase order to the supplier with some advance payment if required

Buyer

09 The supplier will get the product ready

Exporter

10 MNC inspection agency needs to be appointed to check the product being exported from the supplier's country

Buyer

11 Inspection report will have quality, quantity, packaging, documentation, & any other requirement

Buyer

12 Upon entry of container in India, the buyer will send CHA and Freight Forwarder to port of arrival.

Buyer

13 The supplier will send all original export documents to the buyer.

Exporter

14 The CHA will get customs clearance & pay applicable import duty in IGST.

CHA

15 The Freight Forwarder will load empty truck from the cargo. And will take the imported product to the buyers warehouse

FF

16 The CHA will hand over Bill of Entry to the importer or buyer. The buyer will submit BOE to his Bank.

Buyer

17 Buyer will send balance payment to the supplier

Buyer

18 Exporter collects payment from importer/bank

Exporter

DID YOU KNOW?

Country within a country. Lesotho is within South Africa. San Marino is surrounded by Italy and the Holy See (Vatican City) is inside Italy (Rome).

The global toothbrush market is extensive, driven by growing awareness of oral health, advancements in toothbrush technology, and increased purchasing power in developing regions. Here's an overview, along with details on some of the top toothbrush manufacturers globally and in India.

Global Toothbrush Market Growth

Market Value:

- As of 2023, the global toothbrush market was estimated to be worth approximately **USD 6.2 billion.**
- It is projected to grow at a **Compound Annual Growth Rate (CAGR) of 7%** from 2024 to 2030.

Product Segments:

- **Manual Toothbrushes:** This segment holds the largest share due to affordability and widespread use, especially in developing countries.
- **Electric Toothbrushes:** Gaining traction, particularly in North America and Europe, due to technological advancements and enhanced plaque removal.
- **Eco-Friendly Toothbrushes:** Biodegradable or bamboo toothbrushes are seeing increasing demand with the shift toward sustainable products.

Regional Insights:

- **Asia-Pacific:** The largest market, with high demand due to the large population, improving oral health awareness, and growing disposable incomes.
- **North America and Europe:** Significant markets, especially for electric and eco-friendly toothbrushes, where consumers are open to trying premium and innovative products.

Growth of Indian Toothbrush Market

The Indian toothbrush market is expected to grow significantly due to rising oral hygiene awareness, increasing disposable incomes, and government initiatives promoting dental health. The market is projected to grow at a CAGR of 8–10%, reaching a value of ₹12,000–₹15,000 crore by 2030.

India's Market Trends

India's toothbrush exports till Q3 of 2024 were valued at approximately $65 million, reflecting steady growth in the global demand for Indian-made toothbrushes. This figure represents an increase of about 10% year-over-year compared to 2023, driven by rising exports of eco-friendly and biodegradable toothbrushes alongside traditional plastic-handled

Key export markets include the United States, United Arab Emirates, the United Kingdom, Germany, and Australia, with each market favoring specific types of toothbrushes tailored to consumer preferences. For example, eco-friendly bamboo toothbrushes are gaining significant traction in European countries and the United States.

Market Forecast with Breakdown by Type			
Type of Toothbrush	2023 Market Share (%)	2030 Forecasted Market Share (%)	Growth Drivers
Manual Toothbrushes	60%	50%	Low cost, widely used in rural areas.
Electric Toothbrushes	10%	20%	Rising demand among urban, health-conscious consumers.
Eco-Friendly Toothbrushes	5%	15%	Growing focus on sustainability and biodegradable options.
Specialized Toothbrushes	25%	15%	Orthodontic, sensitive, and children's brushes are niche.

Types of Toothbrushes



Eco-Friendly Toothbrushes



Electric Toothbrushes

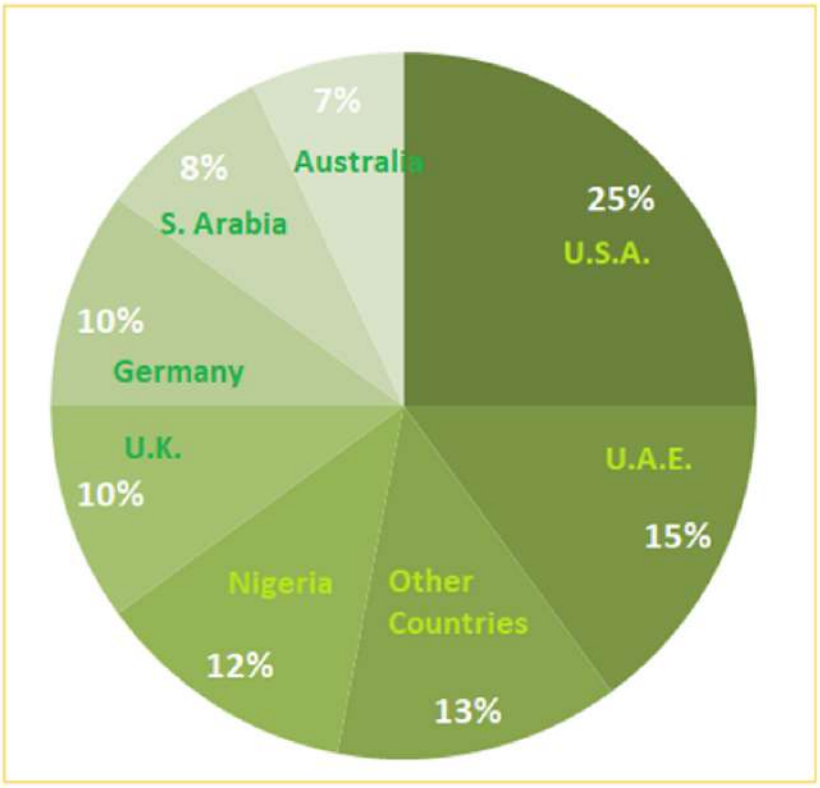


Manual Toothbrushes

The market for eco-friendly toothbrushes in India is poised for significant growth through 2030, driven by increasing environmental awareness, government policies on sustainability, and global trends toward eco-friendly products.

Top Importing Countries for Indian Toothbrushes

India exports toothbrushes to over 100 countries, with major markets in both developed and developing regions



Types of Handles of toothbrushes to be used for exporting

The type of handles exported depends on the cost, design, and target market.

Type of Handle	Key Features	Export Popularity	Reasons for Popularity
Plastic Handles	Lightweight, ergonomic, colorful, and cost-effective.	High	Affordable and suitable for mass-market distribution.
Bamboo Handles	Biodegradable, eco-friendly, and aesthetically appealing.	Moderate	Preferred in Europe and Australia for sustainability concerns.
Rubber-Grip Handles	Enhanced grip for comfort, often with ergonomic designs.	Moderate	Exported to premium markets like the USA and Germany.
Hybrid Handles	Combination of plastic and rubber for affordability and improved grip.	Low	Niche market appeal, mostly for specialty toothbrushes.

Types of Bristles of toothbrushes to be used for exporting

The type of bristles determines the functionality and target user base.			
Type of Bristles	Key Features	Export Popularity	Reasons for Popularity
Nylon Bristles	Durable, flexible, and effective for cleaning teeth.	Very High	Common in manual toothbrushes; affordable and versatile.
Soft Bristles	Gentle on gums, ideal for sensitive teeth.	High	Popular in premium markets like the USA and UK for gum care.
Medium Bristles	Effective for cleaning without being too harsh; general-purpose.	Very High	Widely preferred in developing markets for all-purpose use.
Charcoal-Infused Bristles	Claimed to have antibacterial properties, adds a premium feature.	Moderate	Increasing demand in eco-conscious and premium markets.
Plant-Based Bristles	Biodegradable, made from renewable resources.	Low	Exported to niche eco-friendly markets like Europe and Australia.

Most Exported Combination

- **Handle:** Plastic handles dominate exports due to their affordability, durability, and suitability for mass production.
- **Bristles:** Nylon bristles with medium firmness are the most commonly exported as they cater to the general-purpose needs of global consumers

Eco-friendly Toothbrushes are high in demand for exports

- About 35% export growth is recorded in 2023.
- USA, European Countries, Middle East countries, Australia & Germany have high demand.
- Expansion into emerging markets in Africa and South America could further boost growth.
- Material Used for Handles – Bamboo, Corn Starch, Coconut Shell, Neem wood, Rice Husk, Wheat Straw etc.
- Material for Bristles – Castor oil based nylon or Nylon

Quality Certificates

Quality Testing and Certification	
Test/Certification	Description
ISO 20126:2012 Certification	Ensures toothbrushes meet global safety and functionality standards.
FDA Registration (For the USA)	Mandatory for toothbrushes marketed as medical devices.
CE Marking (For Europe)	Confirms compliance with EU safety and environmental regulations.
Biodegradability Certification	For bamboo/eco-friendly toothbrushes; TÜV Austria or equivalent.
Chemical Testing	Ensures absence of harmful chemicals like BPA, phthalates, and heavy metals.
Mechanical Strength and Retention Test	Checks durability, bristle retention, and handle strength.
Packaging Compliance Testing	Verifies packaging sustainability and recyclability.

Profit Margins

- Profit margins depend on volume, logistics efficiency, and market-specific pricing.
- Profit can be estimated from 40% to 125% depending upon the material used.
- The eco-friendly toothbrushes will fetch higher profits.

Exporting toothbrushes from India can be highly profitable, especially for companies focusing on **eco-friendly and premium segments.** To maximize profits, exporters should:

- Invest in sustainability certifications
- Target high-demand regions like Europe and North America.
- Leverage government incentives and efficient logistics.

Packaging Toothbrushes

- Plastic-free packaging, often made from recycled paper or biodegradable materials.
- Blister packaging (PVC or PET)
- Paper Based Packaging (Kraft Paper or Card Board)
- Compostable Packaging (cornstarch-based or PLA films)
- Other packaging material are: silicon, recyclable plastic film, Plastic or paper zip pouches
- For Bulk packing & packaging use cardboard with paper separator and wooden boxes etc.

Blister Packaging



State of India - Assam

- Assam is a state in northeastern India, south of the eastern Himalayas along the Brahmaputra and Barak River valleys.
- It is the second largest state in northeastern India by area and the largest in terms of population, with more than 31 million inhabitants.
- The state is bordered by Bhutan and Arunachal Pradesh to the north; Nagaland and Manipur to the east; Meghalaya, Tripura, Mizoram and Bangladesh to the south; and West Bengal to the west via the Siliguri Corridor, a 22-kilometre-wide (14 mi) strip of land that connects the state to the rest of India
- The state is known for its waterfalls, hills and holy places; Baidyanath Dham, Parasnath, Dewri and Rajrappa are major religious sites.
- Assam is primarily rural, with about 24% of its population living in cities.

  - **Language – Assamese, Bodo & Manipuri**
  - **Capital – Dispur (Guwahati)**
  - Exports from ASSAM is 0.10% of total exports from India (2023-24)
  - **Major Cities –** Dibrugarh, Silchar, Johrat, Tezpur,



- Assam is known for Assam tea and Assam silk.
- The state was the first site for oil drilling in Asia.
- Assam is home to the one-horned Indian rhinoceros.
- Assam's economy is largely based on agriculture, with 69% of the population involved in it.
- The state is emerging as a global hub for agricultural production, producing: 50% of the country's tea and 28% of the country's bamboo.
- The state is rich in water resources and has vast tracts of fertile land. Assam is also the third-largest producer of petroleum and natural gas in the country and has ample reserves of limestone
- The Gross State Domestic Product (GSDP) of Assam is projected to be at Rs. 6,43,089 crore (US$ 77.67 billion) in 2024-25, with an increase of 13% from the previous year.
- Exports from the state stood at US$ 442.28.40 million in FY24. Assam exported key items such as tea, petroleum products, Mica, Coal And Other Ores, Minerals Including Process, Drugs And Pharmaceuticals and other products.
- In FY24, the total tea exports from Assam accounted for US$ 241 million, which was 54% of the total exports.

Top Agricultural & Allied Products

Top Agricultural & Allied Products	
Tea	Potatoes
Rice	Chillis
Maize	Areca Nut
Sugarcane	Bananas
Wheat	Coconuts
Jute	Oil Seeds
Pulses	Palm Seeds
Cotton	Mesta
Fish Seed (Egg)	Fish
Bay Leaf	Ginger
Mustard	Cinnamon
Onions	Garlic

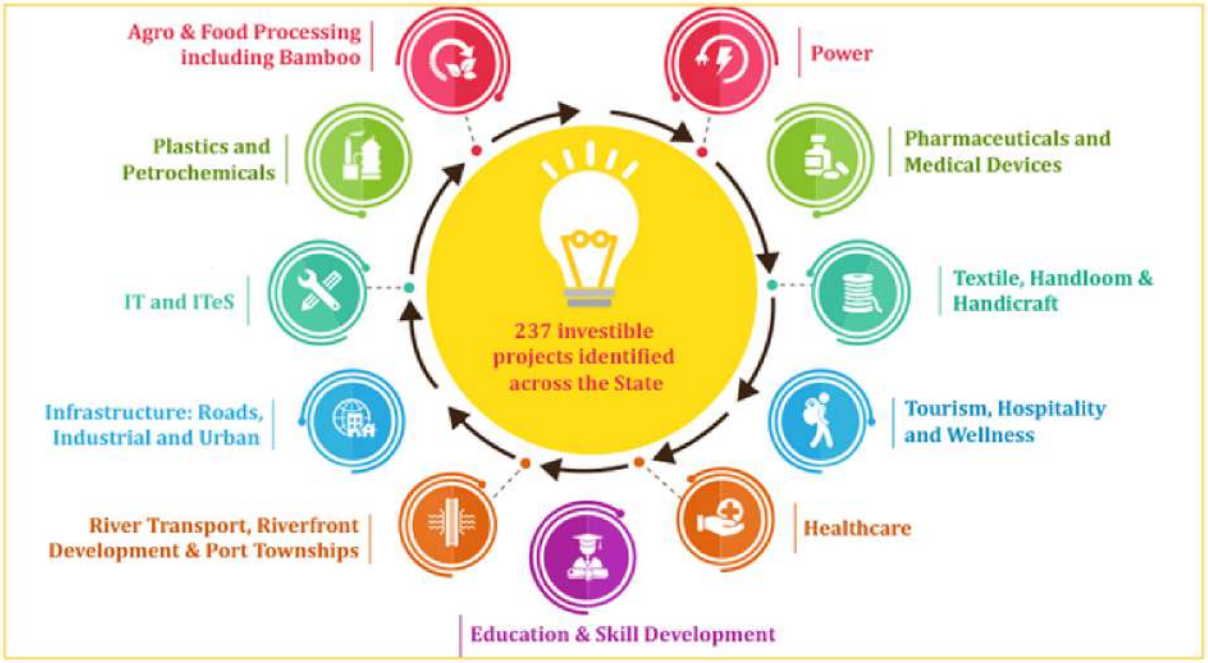
Assam also has immense mineral resources:

Top Mineral Products	
Crude Oil	Coal
China Clay	Lime Stone
Granite	Iron Ore
Sillimanite	Quartz
Fireclay	Fuller's Earth

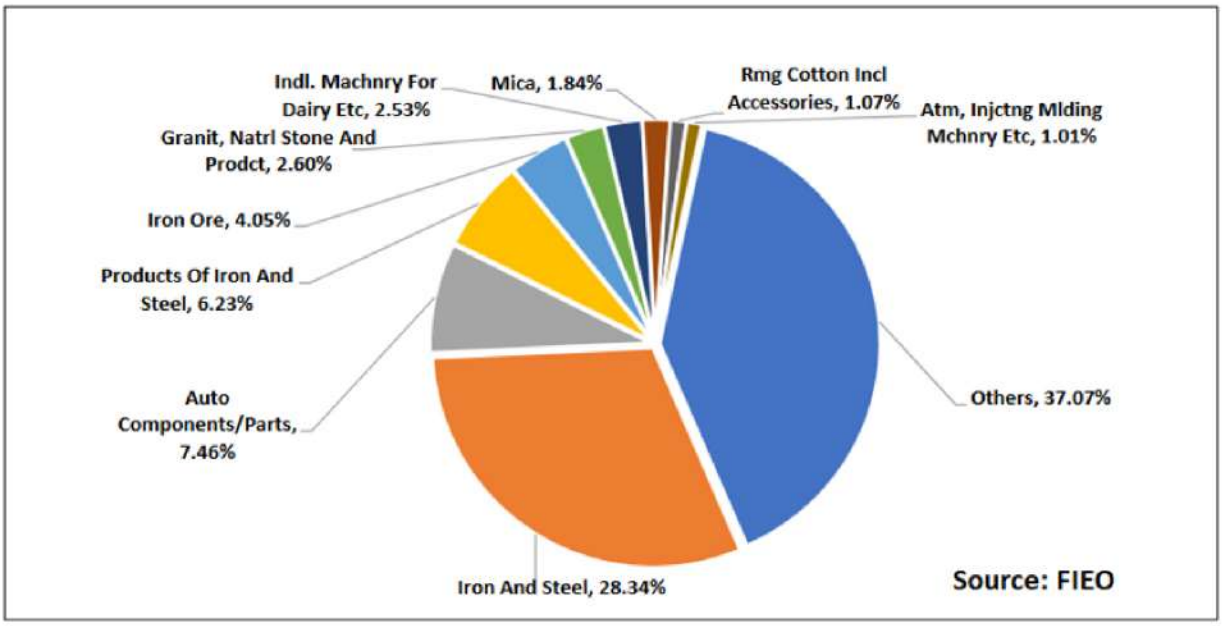
Major Industries in Assam

Top Industries of Assam	
Tea	Oil & natural Gas
Plywood	Forest-based Industry
Tourism	Telecom
Pharmaceuticals	Food Processing
Sugar Manufacturing	Cotton Ginning
Brick Manufacturing	Fish Industry
Cement Manufacturing	Flour Mills

Focus Industries in Assam



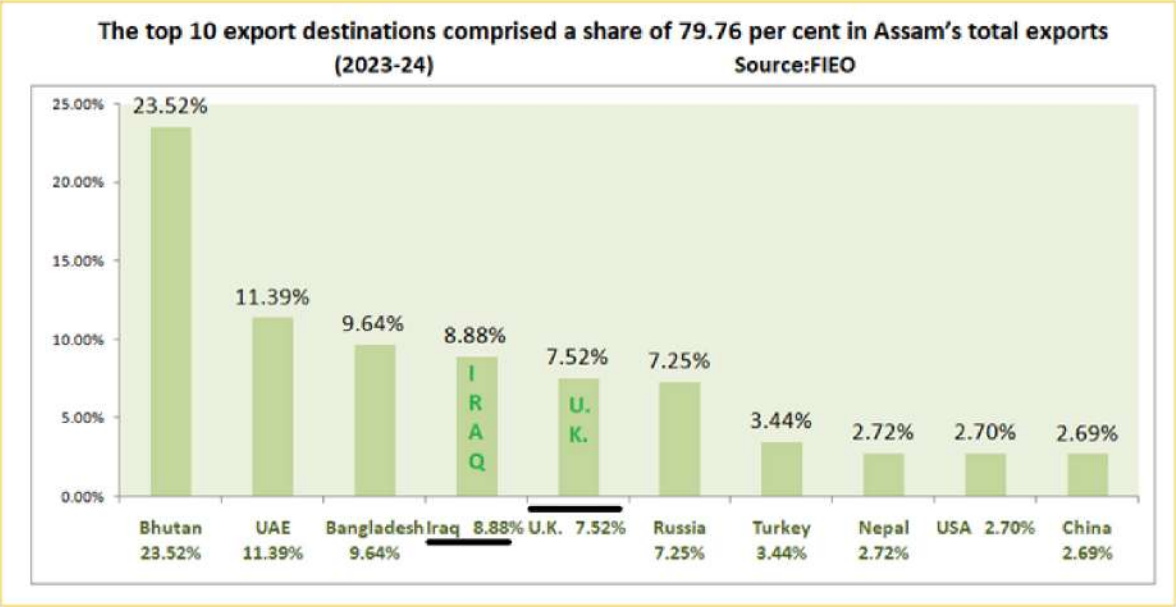
Major Products Exported From Assam

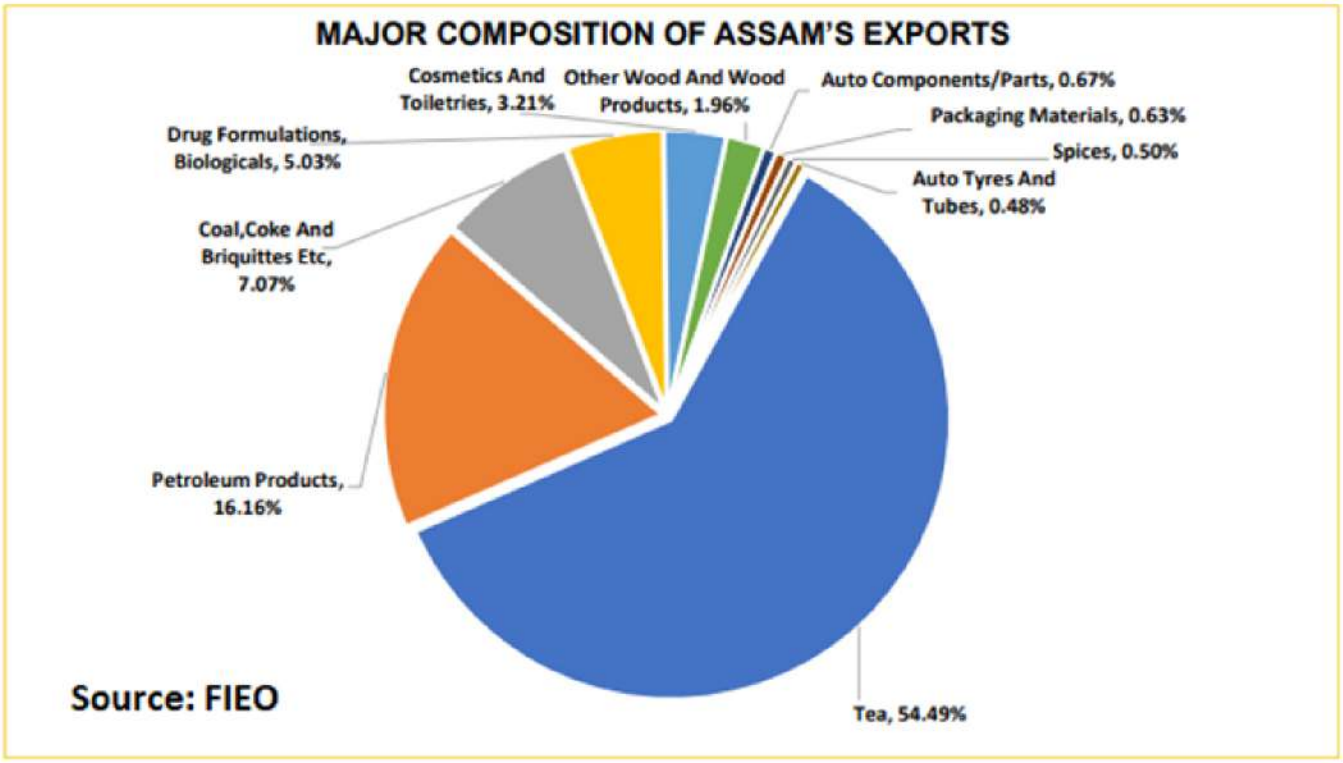


Land Customs Border in Assam

Border	Land Customs Station (LCS)	Location/District	Neighboring Country	Key Commodities
India-Bangladesh	Sutarkandi	Karimganj	Bangladesh	Agricultural produce, coal, betel nuts
India-Bangladesh	Mankachar	Dhubri	Bangladesh	Jute, rice, fish, garments
India-Bangladesh	Karimganj	Karimganj	Bangladesh	Coal, bamboo, vegetables
India-Bhutan	Darranga	Baksa	Bhutan	Vegetables, boulders, limestone
India-Bhutan	Rangiya	Kamrup	Bhutan	Fruits, forest products, handicrafts

Major Countries where Products from ASSAM are exported





DID YOU KNOW?

- Assam is home to Asia's largest river island, Majuli, and the world's smallest river island, Umananda, also known as Peacock Island.

District wise Epxort Products / Commodities

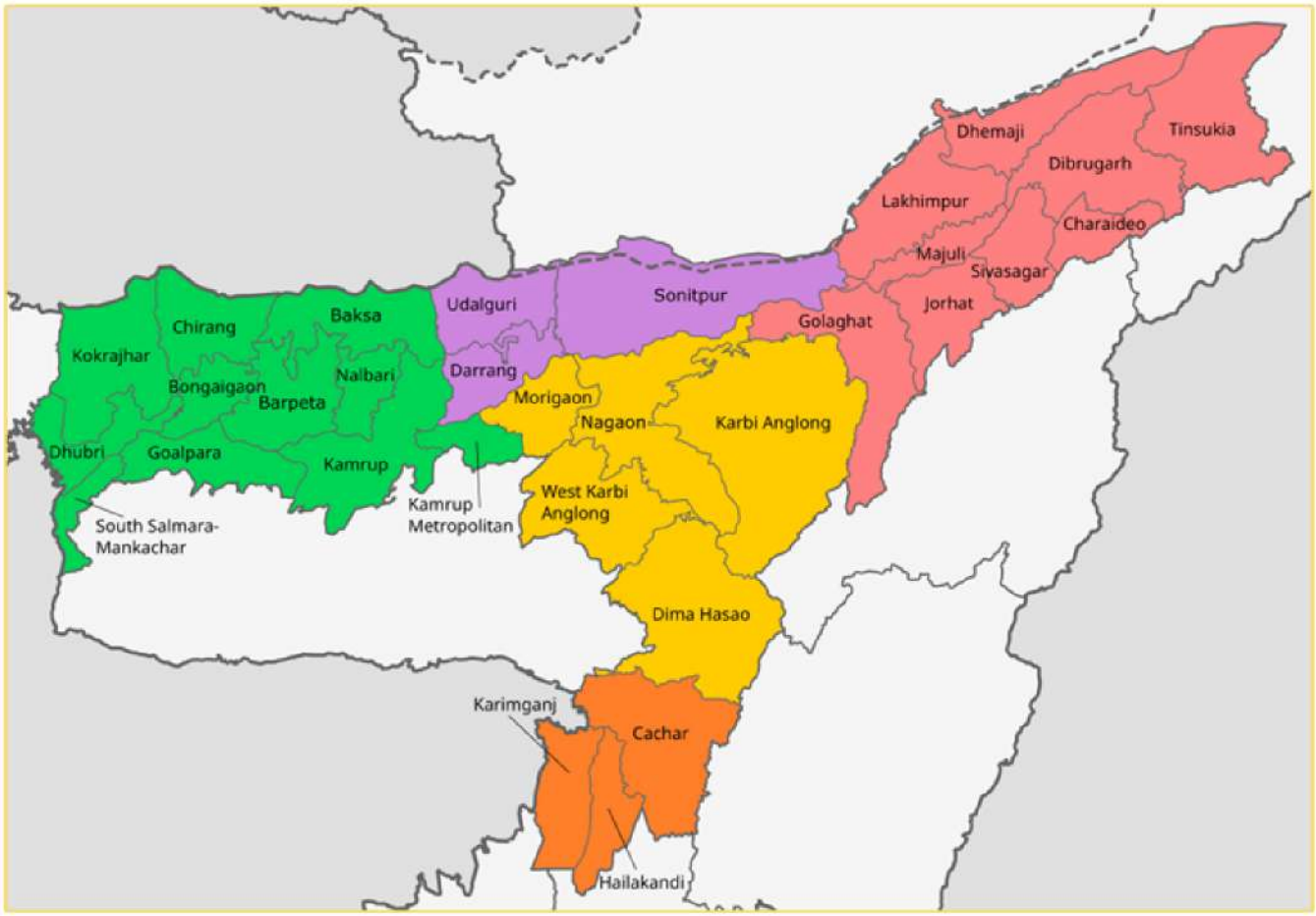
District / City Wise Products and Commodities in Assam		
City/Town	Sector	Products/Commodities
Sualkuchi	Silk, Handicrafts	Muga, Pat, and Eri silk; Silk sarees and mekhela chadors
Guwahati	Petrochemicals, Silk, Handicrafts	LPG, refined petroleum products; Muga and Pat silk; Assam silk sarees, bamboo crafts
Digboi	Oil Refinery	Crude oil, petroleum, refined fuels
Duliajan	Oil & Natural Gas, Agriculture	Crude oil, natural gas, LPG; Tea, rice
Numaligarh	Petroleum Refinery, Agriculture	Diesel, petrol, wax, petrochemicals; Sugarcane, mustard seeds
Tezpur	Agriculture, Handicrafts, Silk	Pineapples, ginger, tea, vegetables; Bamboo and cane crafts; Muga and Eri silk
Jorhat	Agriculture, Silk, Handicrafts	Tea, rice, vegetables; Muga, Eri silk; Bell-metal crafts, cane products
Nagaon	Agriculture, Marine, Silk	Rice, mustard, fish farming; Eri silk; Freshwater fish
Barpeta	Agriculture, Handicrafts, Silk	Rice, sugarcane; Jute and bamboo crafts; Eri silk
Tinsukia	Agriculture, Marine, Handicrafts	Tea, bananas, mustard; Freshwater fish, Hilsa; Bamboo products
Silchar	Agriculture, Marine Products	Rice, citrus fruits, spices; Freshwater fish
Morigaon	Agriculture, Marine	Rice, fish farming; Snakehead fish, Rohu
Dhubri	Agriculture, Marine	Jute, rice; Hilsa fish, prawns
Goalpara	Agriculture, Handicrafts, Silk	Citrus fruits, spices; Bamboo crafts, pottery; Eri silk
Makum	Coal Mining, Agriculture	Coal; Tea, rice
Lanka	Cement Production, Agriculture	Cement; Rice, mustard seeds
Bokajan	Cement Production, Handicrafts	Cement, Clinker; Bamboo and cane crafts
Umrangso	Cement & Power Generation	Cement, Thermal power
Margherita	Coal Mining, Handicrafts	Coal; Bamboo handicrafts, cane products
Jagiroad	Paper Production, Marine	Paper; Freshwater fish
Hailakandi	Agriculture	Spices (turmeric, black pepper), rice, citrus fruits
Lakhimpur	Agriculture, Silk	Rice, mustard; Eri and Muga silk
Sivasagar	Agriculture, Silk	Rice, tea; Muga and Pat silk sarees

Districts of Assam

- Assam is a Landlocked State.
- Assam has Riverine Ports, Land Customs Border, Railway and Land Customs Border.

Seaport, ICD, Airports etc In Assam			
Sea port	ICD	Concor	Airport
Pandu Port, Guwahati on Brahmaputra River on National Waterway-2	Amingoan	Amingoan	LGB International Airport, Guwahati

District wise Map of Assam



DID YOU KNOW?

The Guinness Book of World Records Certified Bhoot Jolokia as the spiciest chilli in the world and the name literally translates to Ghost Chili.

Cherrapunji is renamed to "Sohra".

G.I. Products - Assam

- Textiles/Handloom: Muga and Eri silk are Assam's hallmark products in the textile industry, globally recognized for their quality and craftsmanship.
- Agriculture: Products like Assam Tea, Joha Rice, and Kaji Nemu showcase the region's fertile lands and traditional farming practices.
- Handicrafts: Assam's cane, bamboo, and brass crafts reflect its rich artisan heritage.

G.I. Product	Industry	Specialty
Muga Silk	Textile/Handloom	Unique golden silk exclusive to Assam, known for its natural sheen.
Eri Silk	Textile/Handloom	Also called "Ahimsa Silk," soft and warm, used for shawls and stoles.
Assam Tea	Agriculture	Globally renowned tea with a bold and brisk flavor, grown in Assam's tea estates.
Joha Rice of Assam	Agriculture	Aromatic rice variety with short grains, highly prized for its unique fragrance.
Karbi Anglong Ginger	Agriculture	Known for its high oil content and pungency, cultivated in Karbi Anglong.
Tezpur Litchi	Agriculture	Juicy and flavorful litchi variety grown in the Tezpur region.
Chokuwa Rice of Assam	Agriculture	Sticky rice variety used in traditional Assamese cuisines and rituals.
Boka Saul (Soft Rice)	Agriculture	A unique rice variety that can be consumed without cooking.
Gamosa of Assam	Handloom/Textile	Traditional Assamese handwoven cloth, symbol of Assamese culture.
Assam Pithal (Brass Metalcraft)	Handicraft	Traditional brass utensils and artifacts crafted by local artisans.
Assam Cane and Bamboo	Handicraft	Wide range of handicrafts made from cane and bamboo, including baskets and furniture.
Kaji Nemu (Assam Lemon)	Agriculture	Highly aromatic and juicy lemon variety used in cooking and beverages.
Rongali Bihu Rice Beer (Judima)	Agriculture/Food & Beverage	Traditional rice wine made by the Dimasa tribe in the Dima Hasao district.






Assam Tea

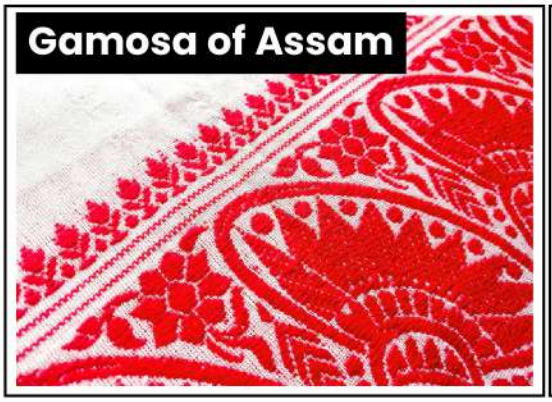

Joha Rice

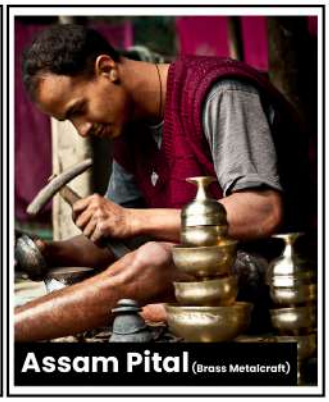

Karbi Anglong Ginger


Tezpur Litchi


Boka Saul Rice


Chokuwa Rice


Gamosa of Assam


Assam Pital (Brass Metalcraft)


Assam Cane &
Bamboo


Kaji Nemu


Rongali Bihu Rice Beer

अतुल्य !भारत Incredible !ndia

Tea Estates



Tea Bungalow



Country - New Zealand

- New Zealand (NZ) is an island country in the southwestern Pacific Ocean.



- It consists of two main landmasses—the North Island and the South Island and over 700 smaller islands.
- It is the sixth-largest island country by area and lies east of Australia across the Tasman Sea and south of the islands of New Caledonia, Fiji, and Tonga.
  - New Zealand's capital city is Wellington.
  - NZ's most populous city is Auckland.
  - The islands of New Zealand were the last large habitable land to be settled by humans.
  - The majority of New Zealand's population of 5.25 million is of European descent; the indigenous Māori are the largest minority.
  - **Language** – English, Maori and NZ Sign Language
  - **Major Cities** - Auckland, Christchurch, Wellington, Hamilton, Tauranga, Dunedin, Napier etc.
  - **Time** - It is ahead by 7 hours and 30 minutes in Auckland
  - **Currency** – New Zealand Dollar (NZD)
    - Conversion 1 NZD = 50.19 INR
    - Conversion 1 USD = 1.68 NZD

- **Day Light Saving:**
  - NZ Clocks are set one hour ahead on 23 September.
  - NZ clocks are reset one hour backwards on 7 April.
- **Time Zones** - Two
  - Mainland (North & south)
  - Chatham Islands (towards East; away from the main inlands)
- **Working Days & Time:** Mondays to Fridays (8.30 am to 5.00 pm)
- **Credit Rating:** AA+ (S&P)

Indians in New Zealand, in 2023, 292,092 people in New Zealand identified as Indian, making it the third-largest ethnic group in the country. This is an increase of 22% from 2018.

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

https://www.trade.gov/country-commercial-guides/new-zealand-import-requirements-and-documentation

Agricultural & Allied Products of New Zealand

Top Agricultural & Allied Products	
Product	Examples
Dairy	Milk & Butter
Meat	Beaf & Sheep Meat
Fruits	Wine grapes, Kiwi, Apples
Vegetables	Potatoes, Asparagus, Cauliflower, Tomatoes, Onions, Cabbage, Sweet Corn, Broccoli, Beetroot, Lettuce
Fish	Snapper, King Salmon, Gurnard etc.
Aquaculture	Trout, Eel and Salmon
Horticulture	Avacadoes, Cherries, Nuts, flowers, mushrooms, etc.
Wine	All types of wine
Wool	Marino Fleece, Cashmere, Alpaca

Main Industries in New Zealand

Major Industries of New Zealand	
Forestry	Agricultural
Horticulture	Aquaculture
Construction	Transportation
Tourism	Wood Processing
Food Processing	Meat Industry
Manufacturing	Renewable Energy
Aluminium Production	Constructions
Metal Fabrication	Tall Oil
Wood & Paper Products	Coal
Mineral Resources	Gold



Trade between India and New Zealand

- **Exports**
  India to New Zealand = 694 million USD
- **Imports**
  New Zealand to India = 412 million USD
- **India remains Trade Surplus (in 2022, source OEC World)**

India – New Zealand Trade Opportunities

India - New Zealand Bilateral Trade in FY 2024	
India Exports to New Zealand	India Imports from New Zealand
Refined Petroleum	Coal Briquets
Packaged Medicaments	Mechanical Wood Pumps
Vaccines, Blood, Antisera, Toxins etc	Wool
Crustaceans	Scrap Aluminium
Diamonds	Sulphate Chemical Wood Pulp
Jewellery	Water Soluble Proteins
Rice	Iron Scrap
Cars	Gas Turbines
Rubber Tires	Kiwi, Apples, Pears and Other Fruits
Bed Spreads	Therapeutical Appliances
Tractors	Rough Wood
Total = 6.94 million USD	Total = 4.12 million USD
India is Trade Surplus with New Zealand (OEC - 2022)	

Major Ports of New Zealand

Sea Ports	Air Ports
Auckland	Auckland
Tauranga	Wellington
New Plymouth	Christchurch
Napier	Dunedin
Wellington	Queenstown
Lyttelton	



Unique Products of New Zealand

Unique Products from New Zealand	
Product	What is it?
Manuka Honey	Honey from the Manuka tree
New Zealand Wine	About 20 different wines are G.I. Products + 3 Spirits
Wool	Merino Wool Clothing
Lemon & Pearoa	Soft drink made from Lemon in the town of Paeroa
Maori Handicraft	Maori Handicraft made of Painting, carving, weaving & tatooing
Kiwi - Fruit	Fruit - from NZ
Marmite	Yeast Spread - Food

Economy of New Zealand

- New Zealand's economy in 2024 has been characterized by a contraction in GDP and GDP per capita.
- In the June 2024 quarter, New Zealand's GDP fell 0.2%, following a 0.1% increase in the March 2024 quarter. This was a decline of 0.2% over the year ended June 2024 compared with the year ended June 2023.
- In the June 2024 quarter, New Zealand's GDP fell 0.2%, following a 0.1% increase in the March 2024 quarter. This was a decline of 0.2% over the year ended June 2024 compared with the year ended June 2023.

Major Banks of New Zealand

Banks In NZ	Indian Bank in NZ
ANZ Bank	Bank of India
Bank of New Zealand	Bank of Baroda
ASB Bank	
Westpac Bank	
Heartland Bank	
Kiwi Bank	
Rabo Bank	

Business in New Zealand

1. **New Zealand Trade & Enterprise**
   https://www.nzte.govt.nz/

2. **New Zealand Chamber of Commerce**
   https://www.newzealandchambers.co.nz/

3. **The new Zealand Chamber of Commerce**
   https://www.taranakichamber.co.nz/about-us/the-chamber-network/the-new-zealand-chambers-of-commerce/

4. **Wellington Chamber of Commerce**
   https://www.wecc.org.nz/

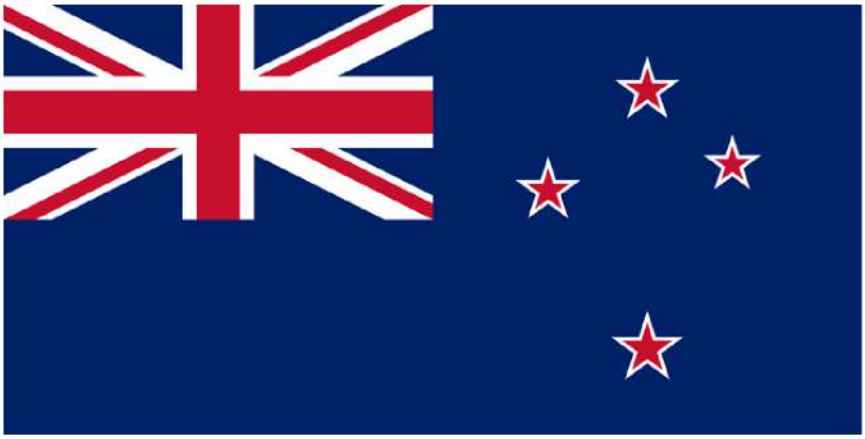
5. **High Commission of India**
   https://www.hciwellington.gov.in/

Currency of New Zealand

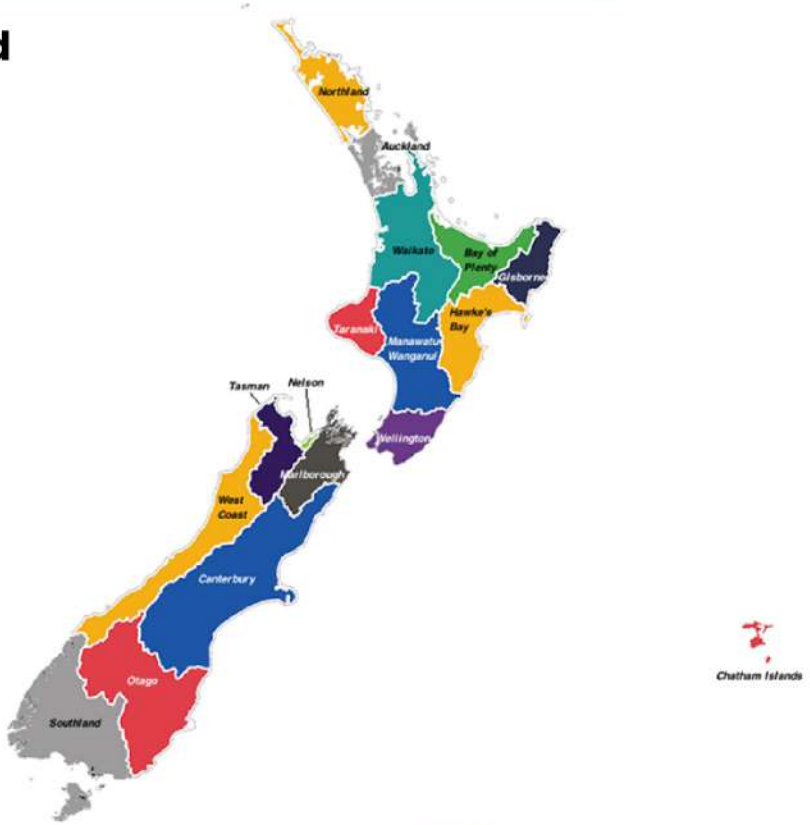




Flag of New Zealand



Major Cities in New Zealand





Unique Products of New Zealand















Question-Answer by iiiEM



What type of insurances does the import-export business has? Gopal Dutta, Darbhanga, Bihar



Foreign Trade has two types of insurances:

1. Marine insurance known as Cargo Insurance

Marine insurance is a type of property / goods insurance that protects cargo and the means of transportation from loss or damage while in transit. This insurance covers the loss or damage to the product in the container, ships, cargo, terminals, pipelines, ports, oil rigs, and platforms. Marine insurance covers cargo from the point of origin to the final destination, whether by sea, air, rail, road, or inland waterways.

2. Credit Insurance

Credit insurance is a type of insurance that can help protect businesses and individuals from financial risks. Credit insurance from the Export Credit Guarantee Corporation of India (ECGC) is a type of insurance that protects Indian exporters and banks from the risk of non-payment.

ECGC offers credit insurance to protect exporters from the risk of loss in export trade. This insurance can cover short-term, medium-term, and long-term credit risk losses. ECGC also provides credit ratings, risk information, and assistance with credit facilities. Credit Insurance Covers to exporters against Credit Risk losses in export of goods & services are both



Which is the safest payment term other than advance? Payal Parulkar, Nashik, Maharashtra



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

Part in advance, Letter of Credit at sight, Usance Letter of Credit, Documents against Payment and Open Account – all have some varying types of risks involved. One needs to negotiate the payment term with the buyer before issuing the Proforma Invoice.

To mitigate the risk of payment to be received from the buyer, one must follow the insurance schemes offered by the ECGC.

One is adviced to get Credit insurance for any export done in credit through ECGC.



How does H.S. Code help? Pratap Yadav, Meerut, Uttar Pradesh



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.

H.S. Code seamlessly connects all counties in foreign trade with a product. It also helps the customs department at all countries with application import duties based on the digital language of the product.

H.S. Code help us with:

- Taxes applicable on a product for example, GST
- Customs Duty or Import Duty applicable on a pardoct
- Identification of the commodity or product
- Classification of a product – which category or industry does the product fall under

This digital language is very important in exporting and importing.

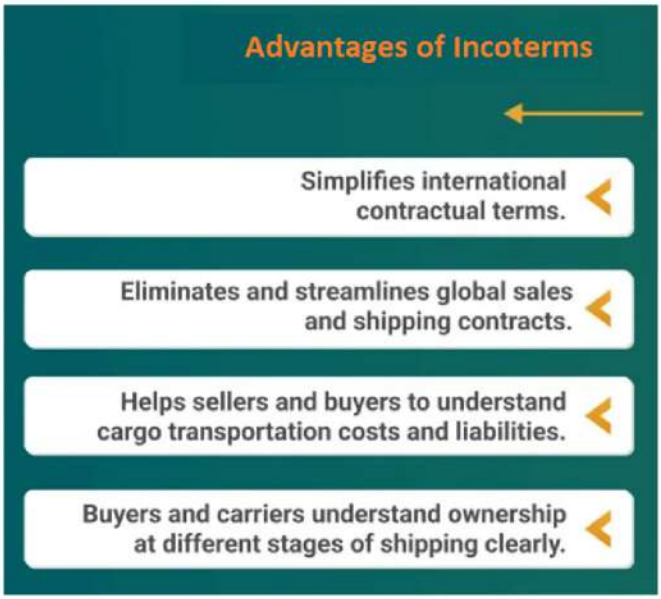


What are the benefits of using Incoterms? Megha Madhurkar, Pune, Maharashtra



Incoterms, short for International Commercial Terms, are a globally recognized set of rules developed by the International Chamber of Commerce (ICC).

- Clarity in Responsibility and cost between the seller and the buyer
- Avoiding misunderstandings and disputes be tween the seller and the buyer
- Streamlines international shipping process
- Risk Management.



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

DID YOU KNOW?

India is currently ranked 8th in the world for gold reserves, with 840.76 metric tons of gold.

India has the 4th Largest Foreign Exchange Reserves in the World.

NEWS EXIM

1. Indian logistics market to expand to Rs 13.4 trillion by FY28: Report

The Indian logistics market, valued at Rs 9 trillion in FY23, is projected to grow significantly, reaching Rs 13.4 trillion by FY28, registering a compounded annual growth rate (CAGR) of 8-9 per cent, according to a recent report by Motilal Oswal.

This growth is being fuelled by structural shifts, technological advancements, and government initiatives aimed at reducing logistics costs and improving infrastructure.

Read more... Indian logistics market to expand to Rs 13.4 trillion by FY28: Report (msn.com)

2. Exporters fear rise in air, shipping freight rates

Escalation of conflict in the Middle East, with Iran directly targeting Israel, has sparked concerns among the exporters who fear the spike of air and shipping freight rates and trade impact worth $100 billion if the situation continues to prevail throughout the year. Israr Ahmed, vice-president of Federation of Indian exports Organisation (FIEO), told The New Indian Express that the merchandise exports from India have been hit in August.

“Merchandise exports were hit by 9% of the total exports worth $34.7 billion due to geo-political tensions and other factors,” said Ahmed while raising concerns about the escalation of conflict between Israel and Iran on Tuesday.

Read more... Exporters fear rise in air, shipping freight rates (msn.com)

3. Indian auto industry eyes becoming leading global export hub.

India's automotive sector is experiencing significant growth, a trend mirrored at the 64th SIAM Annual Convention. The focus has shifted from merely reducing imports to expanding exports, aiming to make the Indian automobile industry truly "atma nirbhar" (self-reliant) and positioning it as a leading global auto manufacturing hub—an ambition the government is actively pursuing. The Indian automobile industry is currently the third largest auto industry across the world.

Read more... Indian auto industry eyes becoming leading global export hub. Here’s how (msn.com)

4. The government has clarified that exporters are not required to obtain Registration-Cum-Membership Certificate (RCMC) for claiming benefits under the post-export remission-based schemes such as Rebate of State and Central Taxes and Levies (RoSCTL), Remission of Duties and Taxes on Export Products (RoDTEP) and duty drawback. clarifying the RCMC requirement for the schemes under Foreign Trade Policy (FTP) 2023, the Commerce Ministry said, "For the aforementioned remission-based schemes, the requirement of an RCMC does not apply. Exporters can claim benefits under these schemes without obtaining an RCMC.

According to the new FTP, an RCMC is mandatory for exporters applying for an authorisation to import or export (except items listed as 'Restricted' items in ITC (HS)) or applying for any other benefit or concession under FTP.

Read more... Exporters don't need RCMC to avail RoSCTL, RoDTEP, duty drawback schemes: Govt (msn.com)

5. Import ban: The government banned the importation of components of pocket lighters effective immediately in the wake of its new policy to promote domestic production and reduce dependence on imports from China. The government restricts the importation of gas-fueled, non-refillable, or refillable cigarette lighters through a notification from the Directorate General of Foreign Trade (DGFT).

The government has banned the import of cigarette lighters worth Rs 20 or less, apart from other pocket lighters. For the first time last year, it also made flame-producing lighters subject to quality standards to tackle the flood of shoddy imports and push domestic manufacture. All those items covered by such quality control orders cannot be manufactured, sold, traded, imported, or stocked without a BIS mark.

Read more... Govt prohibits import of parts of pocket lighters to reduce import from China (msn.com)

6. Spain PM Pedro Sanchez reaches today for inaugural of India's first pvt facility for military aircraft

Spain's Prime Minister Pedro Sanchez is reaching Vadodara Monday where he and Prime Minister Narendra Modi will hold bilateral talks and inaugurate the Final Assembly Line (FAL) plant of the C295 medium-lift tactical transport aircraft for the Indian Air Force.

The Vadodara facility is India's first private military transport aircraft production plant, a partnership between Tata Advanced System Limited (TASL) and Airbus Defence and Space (Airbus DS). Under the first 'Make in India' aerospace programme in the private sector, India is to acquire 56 C295 aircraft to replace the IAF's legacy Avro fleet.

Airbus is to deliver the first 16 aircraft in fly-away condition from its FAL in Seville, Spain. The remaining 40 aircraft will be manufactured and assembled by TASL at the Vadodara facility.

Read more... Spain PM Pedro Sanchez reaches today for inaugural of India's first pvt facility for military aircraft

7. India's imports from Pak decline to zero while exports continue:

India's imports from Pakistan fell to zero in the first five months of the current financial year even it exported merchandise worth $235 million, particularly sugar and pharmaceuticals, to the neighbouring country during the period, government data showed on Sunday.

Last year, in 2023-24, India imported goods, particularly some agricultural commodities, worth $3 million from Pakistan. But imports from across the border through official channels are now zero, an official said, quoting the data.

Indo-Pak bilateral merchandise trade fell sharply after 2018-19. India revoked the most favoured nation (MFN) status accorded to Pakistan in February 2019 and imposed high tariffs on Pakistani merchandise.

Read more... Indian auto industry eyes becoming leading global export hub. Here's how (msn.com)

8. US, France Among Top Buyers Of Indian Defence Exports. The Most Sought After Lethal Arms Are...

The US, France and Armenia have emerged as the top three destinations for defence exports by India. The three countries, according to a report, chalked up military sales worth Rs 21,083 crore ($2.6 billion) to other countries in 2023-24.

Indian public and private sector companies are exporting lethal arms to around 100 countries. These include BrahMos supersonic cruise missiles, Dornier-228 aircraft, artillery guns, radars, Akash missiles, Pinaka rockets, and armoured vehicles.

Read more... US, France Among Top Buyers Of Indian Defence Exports. The Most Sought After Lethal Arms Are

DID YOU KNOW?

India is the 4th largest country in Stock Market in the world. USA, China and Japan are ahead of India.

In 2024 India boasts of world's second largest road.

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**
Automikenika Shanghai	Auto & Automotive	Shanghai	China	2 Dec - 5 Dec 24
Food & Life	Gems & Jewellry, Food & Spirits	Munich	Germany	27 - 1 Dec
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 - Madhu Narayan

A Remarkable Rise: Madhu Narayan's Entrepreneurial Odyssey



Madhu Narayan

Hailing from a modest background in a small town, Madhu Narayan's journey is an inspiring tale of ambition and achievement. After completing his Bachelor's degree in Chemistry, he embarked on a career in the chemical industry, armed with knowledge and skill.

Driven by an innate entrepreneurial spirit, Madhu took the audacious step of venturing into the world of international trade. With unwavering determination and resilience, he single-handedly established a thriving export business specializing in industrial bulk chemicals. His commitment to quality, coupled with his ability to navigate the complexities of global markets, has solidified his reputation as a trusted name in the industry.

From a student of international trade to a self-made exporter, Madhu's journey is a testament to his perseverance and dedication. We at iiiEM are immensely proud of his accomplishments and honored to have played a role in his success.

We extend our heartfelt congratulations to Madhu Narayan and wish him continued growth, prosperity, and innovative endeavors in the future. His story serves as an inspiration to aspiring entrepreneurs, demonstrating that with passion, hard work, and a vision, one can overcome any obstacle and achieve extraordinary heights.

Good Luck, Madhu!

Watch my interview: https://www.youtube.com/watch?v=IA28MZIeSyY







Aditi Makhariya

From - **Vadodara**
Product - **Makhana (Export)**
Exported Country - **UAE**



Burhanuddin Nalwala

From - **Pune**
Product - **Jaggery (Export)**
Exported Country - **Kuwait**

Suraj Patel

From - **Surat**
Product - **Flour Processing Machinery**
Exported Country - **Vietnam**



Priyanka Dhelariya

From - **Surat**
Product - **Granite (Export)**
Exported Country - **Germany**



Pavan Kumar.C

From - **Bangalore**
Product - **Areca Leaf Plates**
Exported Country - **UAE**



*For Educational Purpose Only

Guiding Light-Mentor of the Month

GUIDING LIGHT



Mr. Kaushik Majumdar

Mr. Kaushik Majumdar

Mr. Kaushik Majumdar is I am writing to formally acknowledge and express our deepest appreciation for your remarkable contributions and outstanding expertise in the fields of management, leadership, and international trade. Your extensive experience spanning 24 years in the Textile, Gems and Jewellery, Automobile, and Chemical industries has been invaluable to our organization.

Your proficiency in leading the Foreign Trade Policy, Customs Rules and Regulations, and Reverse Logistics within our shipping department has significantly improved our operational efficiency. Your ability to manage employees and streamline the process cycle has set new benchmarks for excellence within our organization.

The comprehensive knowledge and expertise you bring to the complete EXIM operations.

We are particularly impressed with your ability to navigate and comply with intricate EXIM policies and regulations, your prowess in custom clearance, freight negotiation, customer service, commercial operations, and your analytical and decision-making capabilities. We also recognize your exceptional abilities in planning and processing, and the reconciliation of raw materials, all of which play a vital role in our ongoing success. Your leadership and strategic vision continue to inspire and drive our team towards greater achievements.

On behalf of the entire organization, I extend my heartfelt gratitude for your unwavering commitment and exemplary service. Your contributions have not only advanced the training objectives but have also set higher conversion from student to exporter.
Team iiiEM wishes you the best.

iiiEM

An Export Import Training Center



नव वर्ष मंगल रहे।

Pragati (Offline) Ahmedabad





Pragati (Online)

Upcoming Batches in Various Centers

Ahmedabad
(Advance Batch)
1st Dec 2024

Vadodara
(Advance Batch)
8th Dec 2024

Surat
(Advance Batch)
1st Dec 2024

Rajkot
(Advance Batch)
1st Dec 2024

Delhi
(Basic Batch)
1st Dec 2024

Mumbai
(Basic Batch)
1st Dec 2024

Pune
(Advance Batch)
1st Dec 2024

Nagpur
(Basic Batch)
8th Dec 2024

New Videos Released













PLACEMENT

Student Placements by iiiEM

01

Honey Patel

Viraj Profiles Pvt.Ltd. - Mumbai
Designation - Export Executive



02

Param Pansuriya

Ace Ceramics - Ahmedabad
Designation - Export Executive



03



Sumit Shankarpure

Akraya Global - Nagpur
Designation - Sales & Operation Executive-EXIM

04



Abhishek Goel

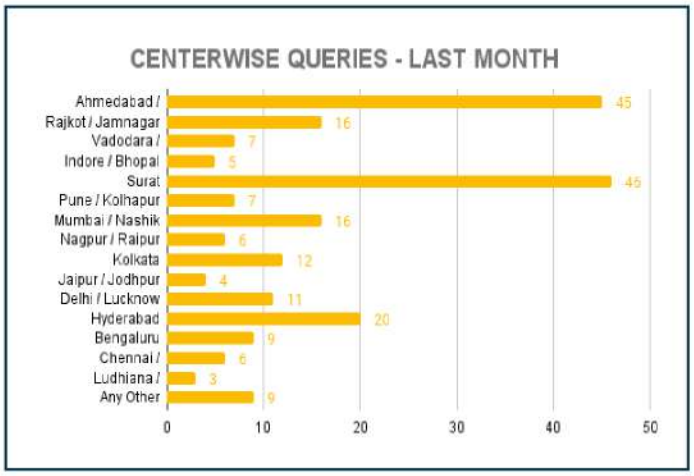
Xeno Trade - Delhi
Designation - Trainee-International Marketing

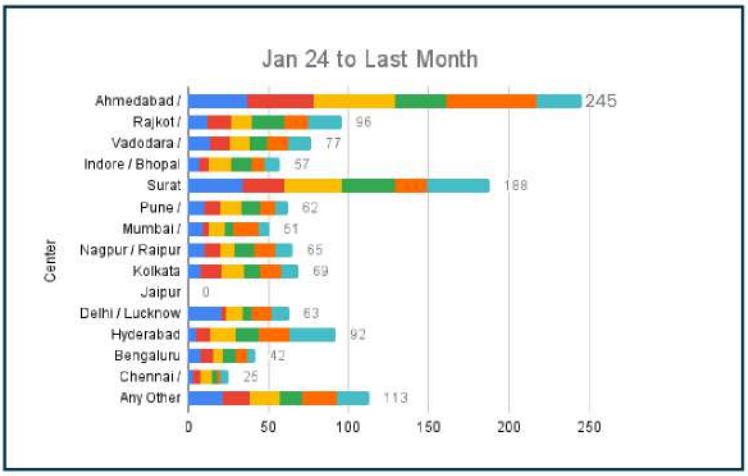
iiiEM Support Services Analysis

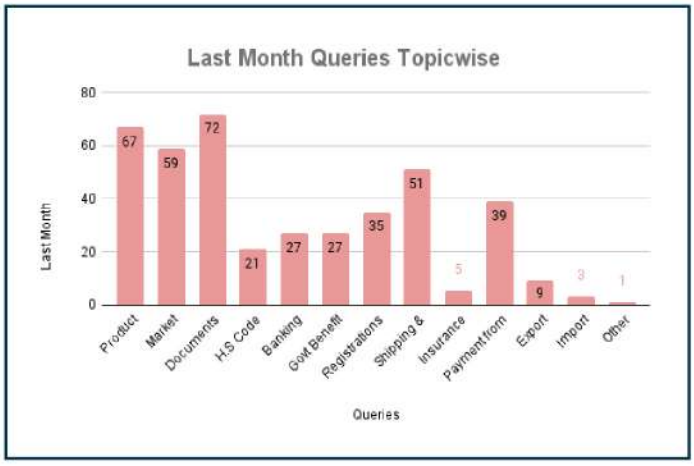
iiiEM offers a lot of Support Services – Lifetime Free – for the Participants and associates.

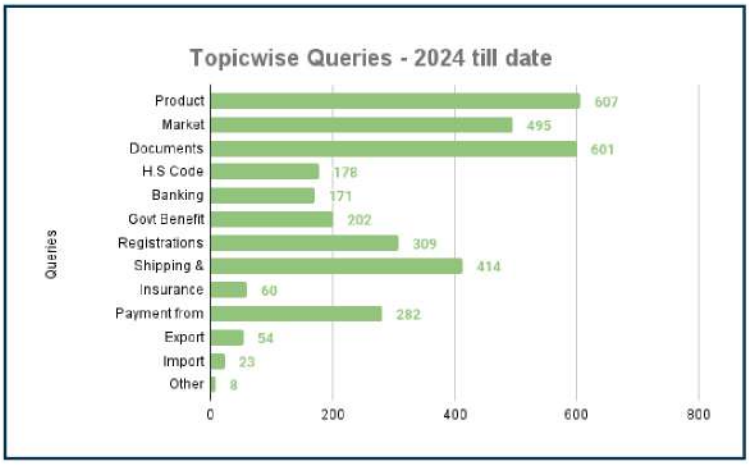
We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' needs, improving our deliverables and services.

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



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iiiEM

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+91 757 300 2484 www.iiiem.in

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https://trademap.org	Economic times
https://www.mea.gov.in	WION News
https://rbi.gov.in	Global Trade Research
https://icegate.gov.in	Perplexity AI tool

Potpourri



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Welcome Back Mr. President - Elect
Donald Trump



An ode to Padma Bhushan Shri Ratan Tata



God must be happy to have you over.

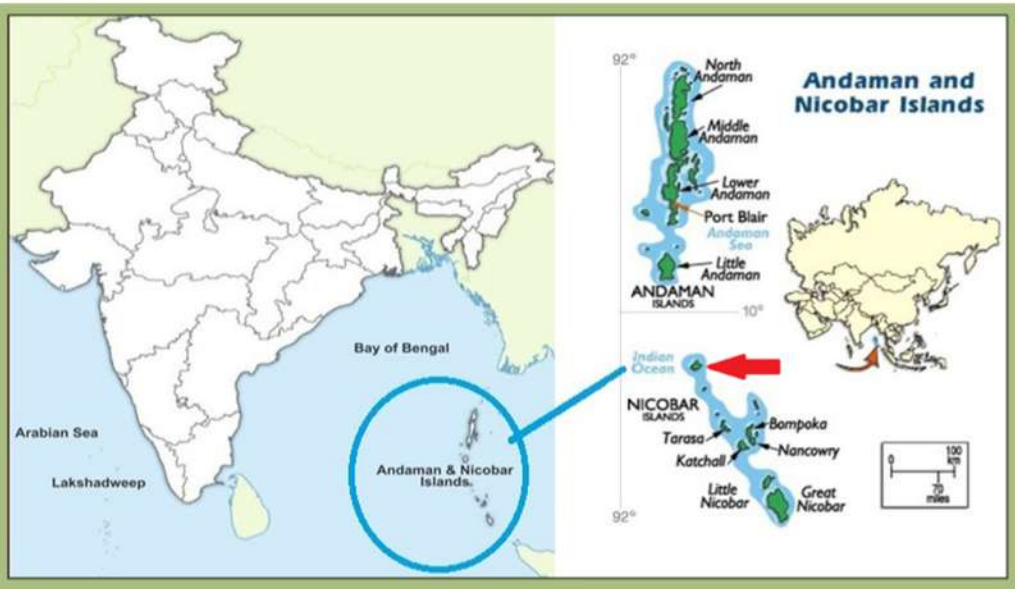
December 28, 1937 - October 9, 2024

https://forms.gle/t3CWWkYSjyfm956s7

CLICK!

What is the name of this Seaport? (See the red arrow)

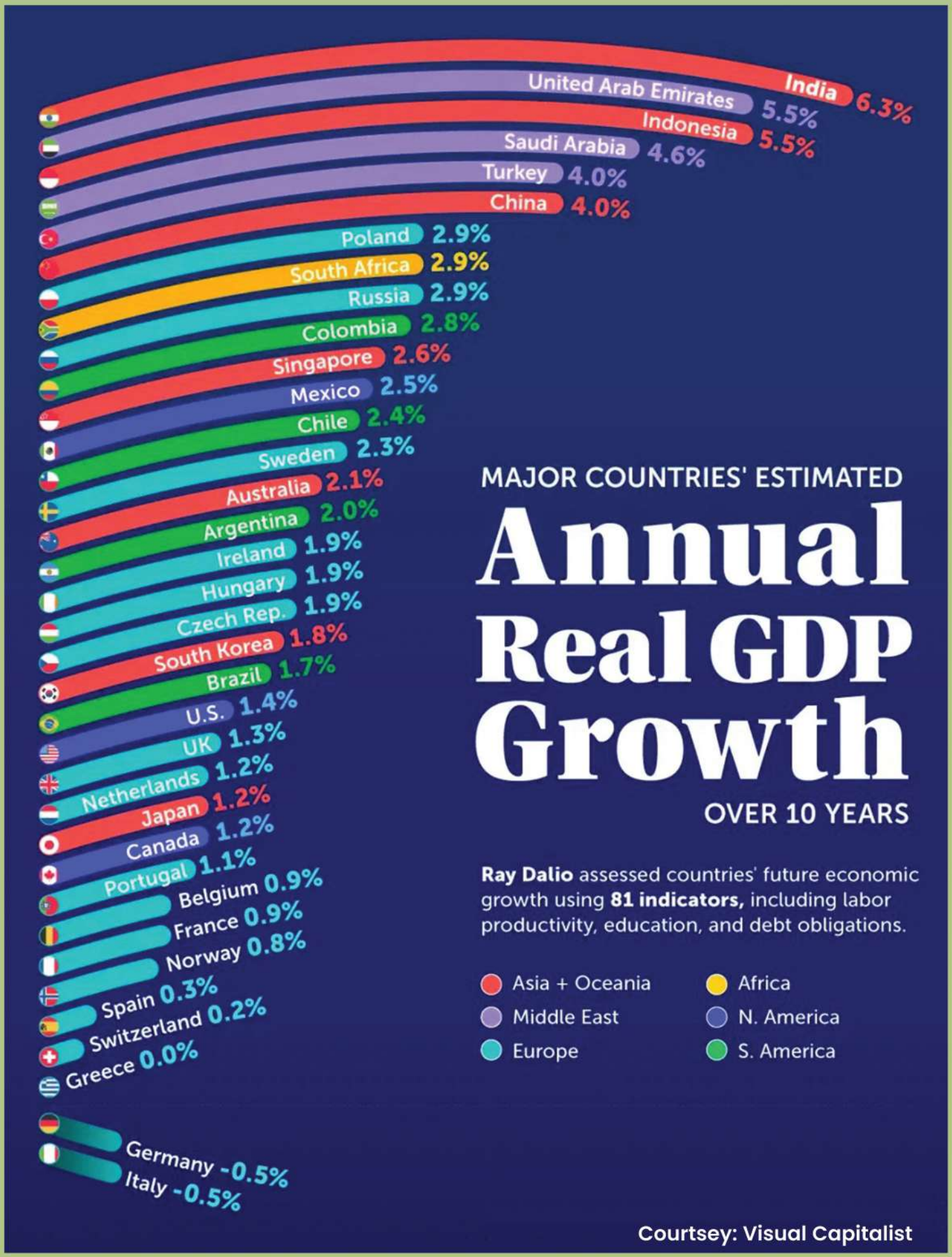




Can you name the sea port coming up here?
(see the red arrow)

जागो इंडिया जागो




India 6.3%
United Arab Emirates 5.5%
Indonesia 5.5%
Saudi Arabia 4.6%
Turkey 4.0%
China 4.0%
Poland 2.9%
South Africa 2.9%
Russia 2.9%
Colombia 2.8%
Singapore 2.6%
Mexico 2.5%
Chile 2.4%
Sweden 2.3%
Australia 2.1%
Argentina 2.0%
Ireland 1.9%
Hungary 1.9%
Czech Rep. 1.9%
South Korea 1.8%
Brazil 1.7%
U.S. 1.4%
UK 1.3%
Netherlands 1.2%
Japan 1.2%
Canada 1.2%
Portugal 1.1%
Belgium 0.9%
France 0.9%
Norway 0.8%
Spain 0.3%
Switzerland 0.2%
Greece 0.0%
Germany -0.5%
Italy -0.5%
MAJOR COUNTRIES' ESTIMATED
Annual Real GDP Growth
OVER 10 YEARS
Ray Dalio assessed countries' future economic growth using 81 indicators, including labor productivity, education, and debt obligations.
Asia + Oceania
Middle East
Europe
Africa
N. America
S. America
Courtsey: Visual Capitalist