

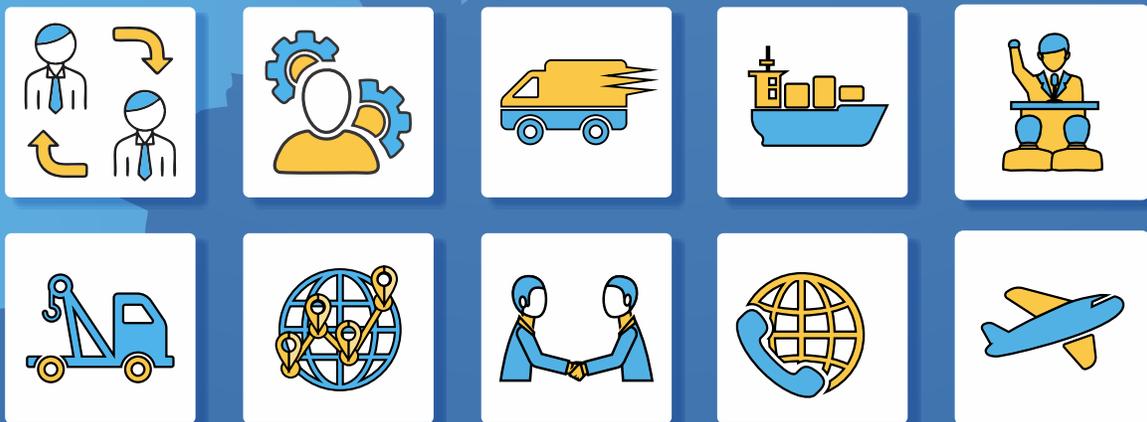


World Trade Day 2019

30 June - 18 July 2019

Skilling MSMEs for Global Opportunities

3rd edition



WORLD TRADE CENTER®
MUMBAI

Promoted by MVIRDC® 
M. Visvesvaraya Industrial Research and Development Centre





MVIRDC

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Bharat Ratna Sir M. Visvesvaraya

(15 September, 1860 - 14 April, 1962)

MVIRDC World Trade Center Mumbai is the realization of the vision of one man - Sir M. Visvesvaraya - engineer, scientist, and a great son of India. Named after him, M. Visvesvaraya Industrial Research & Development Centre (MVIRDC) is a company registered and licensed under Section 25 of the Companies Act, 1956 (currently Section 8 of the Companies Act, 2013). MVIRDC is the promoter of World Trade Center Mumbai, which stands tall as a symbol of excellence in industry and trade services.

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Executive Summary

International trade is widely recognized as an enabler of economic growth and regional development. MVIRDC World Trade Center Mumbai's annual flagship event World Trade Day propagates the significance of international trade by actively engaging with small business communities at various regions of Maharashtra.

Over the last three years, this unique programme has been empowering aspiring and existing exporters across the state by bringing them in close contact with experts on international marketing, logistics, finance and other areas of foreign trade. These three editions of the programme have generated healthy dialogue at the district-level among entrepreneurs, subject matter experts and government officials about the difficulties faced by exporters and ways to enhance their global competitiveness.

The third edition of World Trade Day was held across eight districts of Maharashtra from June 13-July 18, 2019. This edition was supported by Government of Maharashtra's Trade and Investment Facilitation Cell (MAITRI) and received overwhelming response from micro, small and medium enterprises (MSMEs) across these districts.

The third edition of World Trade Day was held in Aurangabad, Kolhapur, Nashik, Solapur, Amravati, Jalgaon, Palghar and Ratnagiri. These eight districts were meticulously chosen based on their untapped export potential. Aurangabad has unrealized potential for integration into global value chain in sectors such as auto-components, pharmaceuticals and food processing. MSMEs in Kolhapur have demonstrated huge export competence in textile, leather, engineering and agro-processing sectors.

Similarly, Nashik has comparative advantage in export of agricultural and processed food, electrical and electronic goods, auto-components, among others. In the services sector, tourism is a key driver of employment and economic growth in the district. The south-eastern district of Solapur can be a major export hub for textile, especially cotton terry towel and food & beverages industry. Amravati, on the other hand, has untapped export potential in food processing, textile and apparel, engineering goods, among others.

The northern district of Jalgaon is blessed with favourable climate for growing banana, guava and mangoes. Therefore, the district has scope for developing export-oriented units in food processing sector. MSMEs have also demonstrated export competence in value added cotton, bio-coal briquettes, oil mills, PVC mats and PVC pipes, among others.

The newly formed district of Palghar has potential to develop export-oriented units in food processing, plastics and chemical sector.

The coastal district of Ratnagiri has favourable condition for developing export-oriented units in food processing, especially mango and cashew processing and value added marine products.

Under the overarching theme of 'Skilling MSMEs for Global Opportunities', the programme focused on imparting essential skills for engaging in international trade.

Senior faculties of World Trade Center Mumbai Trade Institute conducted training sessions on international marketing strategies, logistics management, quality standards, foreign trade policy, free trade agreements, export costing and pricing, among others.

The overwhelming response received from MSMEs across these districts demonstrates the aspirations of the

business community in the state to foray into the global market. More than 700 delegates from the MSME sector and aspiring entrepreneurs participated and benefitted from the training sessions across eight districts.

These participants voiced several challenges in doing business, which have come in the way of realizing their aspiration to expand businesses into the global market. Exporters in these districts expressed concern about lack of access to uninterrupted electricity, water supply, working capital and poor logistics infrastructure. These impediments make local industry highly uncompetitive in the global market.

Although Government of India and the state government of Maharashtra have introduced various incentives and subsidies to exporters, most of the intended beneficiaries are not aware of these benefits. Many exporters are not aware of the export credit being offered by various financial institutions on concessional terms and tax benefits available under various government schemes.

Government of India has signed free trade agreements with several countries and trading blocs. However, the utilisation of these trade agreements is far from satisfactory as small businesses are aware of the procedures to claim duty benefits under these agreements. There is a need to create awareness about the procedure to obtain preferential certificate of origin to claim duty benefits under various free trade agreements.

The programme served as an effective platform to understand these challenges of existing and aspiring exporters in districts. We are extremely grateful to senior officials from District Industries Center (DIC) for participating in these events and explaining the policy incentives of the state government for MSMEs.

Such a comprehensive programme could not have been possible without the active support of the local industry chambers in these districts. We acknowledge the valuable support of our local partners, viz. Marathwada Association of Small Scale Industries & Agriculture, Kolhapur Chamber of Commerce & Industry, Nashik Industries & Manufacturers Association, Lions Club – Ratnagiri and Tarapur Industrial Manufacturer Association (TIMA), Laghu Udyog Bharti – Jalgaon and MIDC Industrial Association Amravati for creating awareness about various government schemes and the procedures involved in international trade.

Most importantly, these organizations have played a crucial role in reaching out to the local MSMEs and garnering their participation for the programme.

We are also thankful to the valuable contribution of Engineering Export Promotion Council (EEPC), Marine Products Export Development Authority (MPEDA), Maharashtra State Agricultural Marketing Board (MSAMB) and the world's leading consultancy organisation EY in this programme.

This report documents the key discussions held during this third edition of World Trade Day programme held across various districts. As an outcome of this month-long interaction with exporters, the Center has prepared a White Paper highlighting the major concerns of the industry and possible solutions to address them.

We are confident that the contents in this report will serve as a useful guide for policymakers in the state and in the central government, besides being a source of knowledge for industry and academic institutions.

White Paper

'Skilling Local Entrepreneurs to be Export Ready'

Maharashtra is a land of vibrant business ecosystem, where entrepreneurship thrives. International market is not an uncharted territory for its business community as the state is already a leading exporter of agro-commodities, textile, engineering goods and pharmaceuticals, besides a host of services. Many enterprising MSMEs, including women entrepreneurs aspire to venture into exports. However, they face several impediments in taking their business to international markets.

The third edition of World Trade Day Programme served as a useful platform to learn constraints faced by existing and aspiring exporters in doing business overseas. The programme cannot be more timely as the key findings from our interactions serve as a useful input for the proposed Foreign Trade Policy 2020-25, which is expected to be released by September 2019. The outcome of this programme can also serve as an input for the terms of reference for the proposed Maharashtra Export Promotion Council.

Trends in Exports – India and Maharashtra

India is not an export-led economy as domestic consumption and investment are the major drivers of economic growth. Although India is the seventh largest economy in the world, it ranks 20th in terms of its export volume and it contributes hardly 1.7% to world exports. On the other hand, it is the 14th largest importer in the world with a contribution of 2.2% in world imports. Micro, small and medium enterprises (MSMEs) contribute 40% to the total exports of India.

Maharashtra is the leading contributor to India's exports as it accounts for 23% of the country's total outbound shipments. The state has well developed export-oriented industries in sectors such as gems & jewellery, petrochemicals, readymade garments, cotton yarn, metal & metal products, agro-based products, engineering items, drugs & pharmaceuticals and plastic & plastic items.

In the farm sector, the state is a prominent exporter of grapes, mangoes, pomegranate and banana. In the services sector, information technology is a key export-oriented sector, with the state contributing more than 20% to the country's software export.

Maharashtra has 28 exporting special economic zones (out of 222 SEZs in India), 225 functional export oriented units (out of 1832 in India).

Challenges of Exporters

This year (2019), MVIRDC World Trade Center Mumbai organised World Trade Day Programme in eight districts, namely, Aurangabad, Ratnagiri, Palghar, Kolhapur, Solapur, Amravati, Jalgaon and Nashik.

In most districts, entrepreneurs raised well known issues such as lack of timely access to working capital, inadequate power, water and logistics infrastructure and ignorance about government incentives and trade agreements. These problems have rendered Indian exporters highly uncompetitive against foreign exporters. For instance, many exporters in the covered districts are from the textile sector. Indian textile exporters have become uncompetitive because of the preferential market access given to Bangladesh, Sri Lanka and Turkey in USA and Europe. On the other hand, it also provides, opportunities to think out of the box and take initiatives in specialized textile exports such as technical textile, which is a niche market category.

Over and above this, Indian exporters are at a disadvantage with respect to these countries and other competitors such as China, because of high cost of labour, power, working capital, lack of logistics infrastructure etc. Indian exporters do not have access to export credit at low interest rates, as enjoyed by their competitors in other countries. Interest rates in India are higher than our competitors such as Bangladesh, China, South Korea, Sri Lanka, Vietnam and other countries (see the table below).

Countries	Real Interest Rate (in %) in 2017-18
Bangladesh	3.84
China	1.41
India	5.06
Korea, Rep.	3.33
Sri Lanka*	3.16
Malaysia	4.01
Russian Federation	-1.30
Vietnam	4.01
Source: World Bank; Data pertains to 2017	

Also, the tax system in India is such that not all the incidental taxes on exporters are reimbursed completely. For instance, levies such as stamp duty, electricity duty, tax on petroleum products etc. are not included under the GST regime. Exporters are not eligible to avail input tax credit for payment of these taxes, which have not been subsumed under the GST regime. Although Government of India reimburses these taxes under the MEIS and SEIS schemes, there are many instances where the taxes are not fully reimbursed to exporters. Therefore, while, in principle, exports are zero rated under the current GST regime, in reality many of the central and state taxes on inputs used for manufacturing finished goods are not reimbursed to exporters.

Also, the cost of logistics is high because of poor supply chain infrastructure in India. Jalgaon has many Small and Medium (MSME) industries in engineering Products. There are many small companies in the district manufacturing and supplying industrial boilers and heating systems by competing with large firms such as Thermax. By interacting with these companies, we have learnt that they can compete in the global market successfully if given right support in terms of logistics, banking and finance. We must also train these exporters in marketing strategies and export risk management.

Revisiting Schemes

In order to compensate Indian exporters for these

uncompetitive factors, the government provides various incentives and subsidies in the form of MEIS and SEIS scrips. However, these incentives and subsidies have been challenged by countries such as USA on charges that they violate the provisions of World Trade Organisation (WTO). Therefore, the Union Ministry of Commerce is revisiting these schemes to replace them with effective measures which are compliant with the WTO norms.

In this context of the domestic uncompetitive factors and the unsustainability of the existing incentives programme, the only long term solution to promote India's exports is to invest in supply chain infrastructure and handhold small exporters through efficient trade support programmes.

Investing in supply chain infrastructure such as inland container depots (for aggregating small cargoes from hinterland and transporting them through containers to ports), dedicated freight corridors, world class agro-export infrastructure in cargo terminals of airports, improving turnaround time in ports etc. reduce the logistics cost and time for exporters. This will enhance the competitiveness of small and large exporters in the country.

Some of these infrastructure such as dedicated freight corridors and infrastructure in major ports fall under the purview of central government. State governments can focus on upgrading cold chain infrastructure, warehousing and packaging units, dry ports, quality testing and certification labs, special economic zones etc. two years ago, Government of India introduced TIES scheme (Trade Infrastructure for Export Sector), under which it offers 50% equity grants to state governments for setting up these export-related infrastructures.

For instance, a dry port can be set up in the interior districts of Maharashtra, say Amravati, where there is significant export potential. Exporters from Amravati and nearby districts can send their goods to this dry port, where the goods will be subject to customs clearance. This dry port must be connected to JNPT or Mumbai Port Trust through road or rail. The goods sent from this dry port to JNPT will be directly loaded

into the ship as it has already undergone customs clearance at the dry port. This will reduce cargo congestion in JNPT and Mumbai Port Trust and will benefit exporters in terms of reduced turnaround time and less logistics cost. This will reduce logistics cost for small exporters as the dry port will aggregate all the EXIM cargo from nearby districts and provide integrated logistics solution to them. It will be all the more beneficial for small exporters if the dry port manages to secure the AEO (Authorised Export

Operator) status, based on its sound track record in the first three years of operation. The following section highlights some of the general and technical challenges faced by exporters, as identified during our interaction with stakeholders. The section also offers suitable policy intervention to address these challenges. These challenges, by no means, attempt to cover all the barriers faced by exporters. However, effective solutions to these issues will considerably enhance the competitiveness of local exporters in the global market.

General

Challenges Identified	Actionable Policy Measures
<p>1. Lack of awareness on our competitive advantage:</p> <p>The business community in the country is not aware of the export potential in different regions, potential markets for these products and other basic information. For instance, Nanded district in Marathwada region of Maharashtra has great potential for producing soya product. However, people are not aware of this.</p> <p>Ratnagiri district in Konkan region has export potential in PVC resin and Piping Systems, besides agro-commodities and manufactured goods.</p> <p>Jalgaon being gifted with favourable climate for growing fruits and cotton, experts have found potential for developing lime pickle production unit and surgical cotton production units.</p> <p>Recently, footwear artisans in Kolhapur received GI tag for the chappals they make. Government of Maharashtra needs to promote this GI tag in foreign countries through our trade missions abroad and by handholding the local artists to register their products on e-commerce sites.</p> <p>In order to scale up their business to enter the global market, we need to create awareness among these traditional artisans about accessing export finance and upgrading technologies under EPCG scheme.</p> <p>Other districts such as Ratnagiri, Amravati, Solapur, Augrangabad and Nashik have export potential in a</p>	<p>The proposed Export Promotion Council of Maharashtra must partner with local industry associations in each district to explore the untapped export potential in their areas.</p> <p>After mapping the hidden potential, the state government must create awareness about this potential and handhold local business community in exporting these potential goods in the following ways:</p> <p>Training must be offered for registering these local products in potential foreign markets, identifying their HS code, applicable tariff in the potential markets and other relevant information.</p> <p>For instance, if an enterprise wants to export food and cosmetic products to China, it has to register its products with Certification and Accreditation Administration of the People's Republic of China (CNCA).</p> <p>The government must also help local business community in securing Geographical Indication (GI) tag for traditionally popular products on the lines of Assam tea and Kancheevaram sarees, Ratnagiri Alphanso mangoes etc.</p> <p>The government must also help local business community in appointing direct selling agents in the potential markets for marketing these identified goods.</p> <p>Finally and most importantly, Government of</p>

Challenges Identified	Actionable Policy Measures
<p>variety of food products, textile and other manufactured goods.</p> <p>Unless we map the export potential of all the regions and take necessary steps to tap this potential, we may not be able to attain our ambitious export target. Government of India has set an export target of USD 1 trillion by 2022 from the current level of USD 330 billion.</p>	<p>Maharashtra must provide inputs to the union government for inclusion of these identified potential products in future free trade agreements (FTAs).</p> <p>The export promotion council must also create awareness about the existing FTAs to aspiring exporters.</p> <p>Such an integrated approach will help promote potential exportable goods in foreign markets.</p>
<p>2. Delayed payment or non-payment by overseas buyers:</p> <p>Many exporters do not receive timely payment from buyers because of incorrect documentation, violation of quality standards, cargoes getting stuck in customs procedure, etc.</p>	<p>This is a common problem faced by many exporters.</p> <p>ECGC offers insurance policy for small exporters (with turnover of less than Rs. 5 crore) to cover them against commercial risks, buyer risks, political risks and banking risks.</p> <p>Government of Maharashtra can encourage small exporters to buy these insurance policies by bearing the full cost or partial cost of the premium for the first time exporters (for a period of three years).</p> <p>Such insurance policies not only protect small exporters from commercial risks, but also subjects them to the discipline of proper documentation and declaration of transactions.</p> <p>Maharashtra Export Promotion must have a dedicated helpdesk to address this problem. Such a help desk must have a panel of export consultants who can guide exporters on sale contracts, documentation and Letter of Credit. The help desk may offer this service for free for first time exporters and it can charge concessional fee for small exporters and market-determined fee for large exporters.</p> <p>All information about this helpdesk, including its contact details, must be disseminated through all local chambers of commerce and District Industries Centers in every district.</p> <p>We must create awareness about the services of this helpdesk through local industry associations.</p> <p>The helpdesk may also assist exporters who are facing delay or default of payment by overseas buyers by liaising with Indian embassies abroad, bilateral chambers of commerce, export promotion agencies and other concerned organizations.</p> <p>There are instances when overseas buyers may not be able to make payment because of international sanctions</p>

Challenges Identified	Actionable Policy Measures
	<p>imposed on her country, or outbreak of civil war or balance of payment faced by her country. For instance, Indian exporters had difficulty in receiving payment from importers of Venezuela and Iran because of economic sanction on these countries.</p> <p>Under such circumstances, the helpdesk must take this matter to the central government and the export epromotion council for that sector. Such issues can be addressed only through the intervention of the central government.</p>
<p>3. Lack of awareness on foreign trade policy:</p> <p>Many small exporters are not aware of various incentives under foreign trade policy. For instance, many exporters are not aware of duty free imports of raw materials and capital goods under Advance Authorisation Scheme.</p> <p>Even among those exporters who are aware of these incentives and subsidies face hassles in availing these benefits on account of cumbersome documentation requirements.</p> <p>Exporters also suffer from obsolete technologies, which can be upgraded by importing modern technologies under the Export Promotion Capital Goods (EPCG) for various sectors. Besides EPCG scheme, the central government offers credit-linked capital subsidies for adopting new technologies, especially in the textile sector, under the Technology Upgradaation Fund (TUF) scheme.</p>	<p>Government of Maharashtra's upcoming Export Promotion Council must partner with local industry bodies and trade support institutions such as World Trade Center Mumbai to organise district-wise awareness programmes at regular intervals.</p> <p>Such programmes must educate MSMEs on various provisions of foreign trade policy and how aspiring exporters can avail of incentives under the policy.</p> <p>Awareness must also be created about the incentives under the newly announced comprehensive "Agriculture Export Policy" of Government of India. (steps to boost agro exports have been mentioned separately below).</p> <p>The upcoming Export Promotion Council of the state government must also set up a dedicated desk to help exporters navigate through the procedures for availing these benefits.</p>
<p>4. Difficulty in getting financial assistance from banks:</p> <p>Exporters need pre-shipment and post-shipment credit.</p> <p>All banks have to mandatorily provide finance to exporters under priority sector lending norms. However, in reality, bankers are rigid and exporters don't get timely finance.</p> <p>Bankers are not forthcoming in lending to exporters because of lack of proper documents or because of risk involved in exports.</p> <p>Also, cost of credit is very high in India. Even though</p>	<p>ECGC offers insurance to financial institutions for pre- and post-shipment credit provided to exporters.</p> <p>Government of Maharashtra must enter into a special arrangement with a commercial bank that fulfills the following criteria:</p> <ol style="list-style-type: none"> 1) The bank must have wide network of branches across all districts of Maharashtra. 2) The bank must be an authorized dealer in foreign exchange. <p>The state government must encourage such a bank to offer pre-and post-shipment credit to first time exporters or small exporters. The government must</p>

Challenges Identified	Actionable Policy Measures
	<p>bear the premium cost (partly or fully) for insuring such credit to small exporters.</p> <p>Such a scheme must have reasonable conditions such as the beneficiary borrowers should be first time exporters and the premium cost for one borrower can be subsidized for a maximum of three years.</p> <p>Alternatively, Government of Maharashtra can also partner with EXIM Bank to popularize the offtake of the latter's schemes in the state. EXIM Bank supports MSMEs through cluster financing, EXIM Mitra (online helpline), capacity building for micro entrepreneurs under Grassroots Initiatives For Development (GRID).</p> <p>Every DIC in Maharashtra must be the local outreach partner for the Marketing Advisory Services (MAS) of EXIM Bank. Under MAS, EXIM Bank assists exporters through Match Making, Skill Development and Capacity Building.</p> <p>For effective implementation of the existing priority sector lending norms, Government of India and RBI must ensure that all commercial banks adhere to these norms. Although the RBI has allowed banks to lend upto 2% of their total credit to exports, data shows that banks have not utilised this limit so far.</p> <p>It is noticed that banks are not forthcoming to lend to exporters because of complex documentation involved in it. There are instances where aspiring exporters are turned away by bankers when approached for finance. On the one hand, complex documentation work increases administrative cost of processing export loans, while on the other hand, banks earn thin margin from export credit.</p> <p>The role of State Level Bankers' Committee and Lead Banks in districts assumes importance in this regard. We need to create trust between bankers and export credit borrowers.</p> <p>Export Promotion Council of Maharashtra must set up a dedicated cell in every district or partner with District Industries Centers to handhold aspiring exporters in executing documentation properly. Appropriate documentation reduces risk perception and creates trust in the minds of bankers.</p>
<p>5. Lack of uninterrupted power supply:</p> <p>Local businesses in Maharashtra suffer from lack of access to basic infrastructure such as electricity, potable water supply, among others.</p>	<p>It requires multi-pronged actions from the central, state and local governments to ensure uninterrupted power supply to industries. The state government must effectively implement the reforms under the UDAY scheme, namely adopting smart grids, plugging leakage of power, strengthening transmission infrastructure etc.</p> <p>The state government can also encourage setting up of captive power generation infrastructure by industrial cooperatives in these districts. This will reduce the reliance of the local industries on state distribution companies.</p>

Challenges Identified	Actionable Policy Measures
<p>Electricity is the basic raw material required for value addition. Entrepreneurs in Solapur and Kolhapur face disturbance in their production plans because of unscheduled power cuts.</p>	<p>Also, the power distribution companies must minimize unscheduled power cuts and provide advanced intimation of any such unscheduled power cuts through mobile SMS. This will help the industry plan their production schedule accordingly.</p>
<p>6. Risk aversion:</p> <p>International trade involves several risks such as volatility in exchange rates, payment default by importers, freight and logistics risks, geopolitical uncertainty etc.</p> <p>Because of risk perception associated with exports, business community hesitates to globalise their operations.</p>	<p>Risk aversion can be addressed by handholding exporters through rigorous training programmes. Commercial banks from the private and public sector must play a major role in creating awareness on documentation procedures involved in pre- and post-shipment credit.</p> <p>Training programmes must also focus on the three risks association with exports, viz. currency risk, credit risk and country risks.</p>
<p>7. Doing business in adhoc manner and an Inertia to change:</p> <p>International trade is different from domestic sales and it requires a different marketing and management approach. Local entrepreneurs hesitate to come out of their comfort zone and adopt best practices to compete in the global market.</p> <p>International trade involves three elements, viz. 1. Goods or products, 2. Money, 3. Documentation.</p> <p>Unfortunately, local entrepreneurs are aware of only one of the above three elements, viz. money.</p> <p>Local entrepreneurs do not focus on goods or product aspect, by ensuring superior quality.</p> <p>Entrepreneurs must understand that export means competing in the global market in terms of quality, price and timeliness.</p>	<p>In this age of social media, video sharing apps are powerful tools to change behavior and inculcate professional approach to exports.</p> <p>Government of Maharashtra's MAITRI must introduce an educational video sharing app in Marathi and Hindi languages for exporters. Such an app must be a platform for successful exporters to share their best practices and encourage aspiring exporters to adopt them.</p> <p>This app should be available on Android, IOS and other operating systems of smartphones.</p> <p>Successful exporters can also share tips on appropriate export costing and pricing, EXIM finance, Incoterms, documentation and international marketing, logistics and shipping.</p> <p>According to experts, while it takes 7-8 years to succeed in the domestic market, it may take even more number of years to become a successful global business.</p> <p>Through this app, seasoned exporters can share tips on understanding the pulse of international market, survival strategies during times of global recession etc.</p> <p>In the course of time, this app can also be transformed into a tool for matching local sellers with potential foreign buyers. Local sellers should</p>

Challenges Identified	Actionable Policy Measures
	<p>be encouraged to share video demonstrations of their products and also share their official contact information. Maharashtra Export Promotion Council can identify potential overseas buyers for these products (through database such as Kompass) and suggest the same to the sellers.</p> <p>The app must also encourage exporters to share their experience in international dispute resolution and ways to handle trade disputes effectively.</p>
<p>8. Ease of Doing Business, Cost of Doing Business and Risk of Doing Business across borders:</p> <p>Exporters face delay in navigating through the complex administrative procedures involved in international trade.</p> <p>It is alleged that several exporters face inordinate delays in receiving government incentives.</p> <p>Exporters using EPCG scheme for importing machineries duty-free are facing delay in receiving duty benefits because of procedural complexity.</p> <p>Secondly, many government schemes are unambiguous, thereby giving room for discretionary interpretation by officers. Furthermore, frequent notifications intimating changes in schemes causes uncertainty among exporters.</p> <p>Exporters also feel that the central government must rationalize laws on special economic zones (SEZs) governing entry and exit of new business, provisions related to doing business with domestic tariff area (DTA) etc.</p> <p>Addressing all these issues will not only improve ease of doing business, but also reduce cost and risk of doing business for exporters.</p>	<p>As government emphasizes on e-governance, exporters must receive all export incentives such as duty drawback, advanced license and EPCG, the moment they complete online filing of shipping bill.</p> <p>Awareness needs to be created among exporters about the documentation procedures for claiming incentives under EPCG and advanced authorization schemes.</p> <p>Exporters can import technology under EPCG scheme and raw materials under advanced authorization scheme.</p> <p>Exporters must be educated to use both these schemes simultaneously so that they will have only one common export obligation for both the schemes.</p> <p>Exporters in Solapur and Kolhapur can enhance the quality of terry towels, blankets and other goods by importing superior technology under EPCG scheme.</p> <p>Similarly, exporters in Jalgaon, Nashik and Aurangabad also benefit by effective use of these schemes.</p> <p>The proposed Export Promotion Council of Maharashtra must organize open house meetings in all districts periodically with DGFT to address challenges of exporters.</p>
<p>9. Promoting agro exports:</p> <p>Maharashtra is blessed with favourable agro-climatic condition to produce a wide variety of crops.</p> <p>The state is the second largest producer of fruits after Andhra Pradesh. The lead in production</p>	<p>Government of Maharashtra must take the following measures to promote farm exports:</p> <p>The state is setting up specialty testing labs for agro exports in various districts. Such labs must be equipped with world-class infrastructure to test the</p>

Challenges Identified	Actionable Policy Measures
<p>reflects in the fact that Maharashtra is also the largest exporter of fruits and vegetable seeds. However, there is tremendous scope to increase its exports by creating an effective post-harvest infrastructure. For instance, Maharashtra has only 603 cold storage facilities compared to 2368 in Uttar Pradesh, 890 in Gujarat and 672 in Punjab.</p> <p>Maharashtra is also the largest producer of cereals, especially maize. It is the second largest producer of pulses and soyabean. The state is the largest producer of cotton and second largest producer of sugarcane in the country.</p> <p>There is a tremendous scope to increase export of these produce (except sugarcane – which is a highly regulated crop) if government takes appropriate steps.</p>	<p>conformity of goods to the sanitary and phyto-sanitary standards of the importing countries. Such labs must also be recognized by the quality certification agencies of the importing countries.</p> <p>Similarly, the state government must also set up cold storage and refrigeration facilities.</p> <p>Maharashtra, being the leading producer of fruits, cereals, pulses and oilseeds, can benefit immensely from the comprehensive “Agriculture Export Policy” of Government of India.</p> <p>Government of Maharashtra must declare MSAMB (Maharashtra State Agricultural Marketing Board) as nodal agency for promoting exports of agro-based products.</p> <p>The board should Interact with relevant stakeholders, identify ways to improve infrastructure and logistic facilities, redress the issues faced by exporters by partnering with relevant departments within the State Government; MSAMB has established a mango export center in Ratnagiri. It should also set up similar centres for cashew, strawberry, oranges, grapes and other fruits.</p> <p>The nodal agency must also create awareness about the central and state schemes for farm exporters.</p> <p>In order to link exporters with potential clients, the nodal agency must organize reverse buyer-seller meet in the state and facilitate participation of local exporters in global trade fairs.</p> <p>MSAMB should work closely with the field offices of APEDA, the Marine Products Export Development Authority (MPEDA), Tobacco Board, Tea Board, Coffee Board, Rubber Board and Spices Board in this regard. All these agencies must work in coordination to ensure sustainable backward and forward integration of agri-value chain.</p>

Technical	
Challenges Identified	Actionable Policy Measures
<p>1. Market selection process:</p> <p>Aspiring exporters need data on potential foreign markets for their products, tariff and non-tariff barriers in those markets, existence of trade agreements with those markets and who are their likely competitors in those markets.</p>	<p>The proposed Export Promotion Council of Maharashtra must create a dashboard to map the potential exportable goods in different districts and target market for these goods. Market for these identified goods must be chosen based on several criteria such as potential demand in the country, existence of trade agreement, distance of the country, non tariff barriers in the country. In this selection process, exporters must avoid highly competitive markets, where chance of penetration is low.</p> <p>The Council must partner with all the World Trade Centers to benefit from its vast global network as well as take support from Indian Embassies abroad. The Council must also explore opportunities for collaboration with ITC and UN Procurement Division (UNPD). ITC has been working on capacity building for small exporters for the last 50 years.</p> <p>Similarly, the UNPD offers huge business opportunities for vendors of pharmaceuticals, contraceptives, vaccines, foods, beverages, domestic appliances, tools etc. The UNPD procures these goods for its global network of peacekeeping force.</p>
<p>2. Resolving trade disputes, finalising terms of payment and role of Incoterms:</p> <p>Many a times the sales contract entered by exporters with the importers is ambiguous. Ambiguous contracts increase the likelihood of disputes between the parties.</p> <p>There are thousands of such dispute cases registered with the International Chamber of Commerce (ICC) for resolution.</p> <p>Local exporters are not aware of Incoterms, which is a set of rules introduced by ICC to clearly define the responsibilities of sellers and buyers in a sale contract.</p> <p>Trade disputes can be resolved if contracts are designed based on Incoterms.</p>	<p>The proposed Export Promotion Council must partner with EXIM Bank and ECGC to create awareness about Incoterms.</p> <p>Exporters need to understand the relevance of Incoterms to costing, freight, insurance, trade, loading and unloading.</p> <p>Incoterms is a tool that specifies from which point buyer's responsibility starts and seller's responsibility ends. Incoterms clearly mentions who will bear the cost of freight and insurance, whether the buyer or seller.</p> <p>Training session must also be conducted on proper documentation to reduce chances of dispute. Exporters need to know the significance of Bill of Lading, Commercial Invoice and Bill of Exports and when they should be sent to the buyer.</p>

Challenges Identified	Actionable Policy Measures
	<p>Awareness must also be created on Letter of Credit (LC), which is a payment guarantee offered by the buyer's bank against the sale of goods.</p> <p>LC is a replica or mirror image of a sale contract. If there is ambiguity in sale contract, there will be ambiguity in LC.</p> <p>Therefore, exporters need to be very meticulous while entering into sales contract and while fulfilling all documentation.</p>
<p>3. Quality standards/certification/accreditation:</p> <p>Many a times, local enterprises lose business to foreign competitors as they ignore the quality aspect of their product.</p>	<p>Maharashtra Export Promotion Council must partner with Export Inspection Council of India and its field offices in Mumbai to create awareness about quality standards.</p> <p>This Council is responsible for issuing phytosanitary certificate and conducting pre-shipment inspection for agriculture goods, including dairy, animal and marine products.</p> <p>Awareness must also be created about certificate of origin and the quality standards applicable in European Union (EU) and non-EU markets for certain food commodities.</p>
<p>4. Export Marketing:</p> <p>Local entrepreneurs lack appropriate marketing strategy to penetrate potential markets.</p>	<p>Government of Maharashtra can create a dedicated fund to subsidise the marketing expenses of exporters for the first three years.</p> <p>The proposed Export Promotion Council must empanel marketing specialists to train exporters on appropriate marketing strategies, including branding, labeling and appointing selling agents abroad.</p> <p>Marketing strategy also includes effective communication of the quality and eco-friendly features the products. Exporters of agro-commodities and organic products need to be specially trained as these products attract strict labeling and safety norms in advanced countries.</p>
<p>5. Challenges in international shipping and logistics:</p> <p>Exporters from interior districts of Maharashtra suffer from lack of road, railway and port connectivity. This raises the logistics cost and time,</p>	<p>Small and medium enterprises located in hinterland have to incur huge logistics cost as the size of their shipment is less than full container (LCL).</p> <p>In order to tide over the small scale of shipment</p>

Challenges Identified	Actionable Policy Measures
<p>thereby rendering them uncompetitive in global market.</p> <p>Even one hour delay in the arrival of cargoes to port can cause one week delay in shipment because of weekly shipping service to the importing country.</p> <p>Therefore, logistics must be planned meticulously by exporters, especially in hinterland.</p>	<p>from hinterland, the state government, in partnership with the central government, must set up Inland Container Depots (ICDs) in interior districts.</p> <p>These ICDs will aggregate the cargoes of all the SMEs from the neighbouring districts. This way the cost of logistics can be defrayed across many small exporters.</p> <p>These ICDs must be connected to JNPT through rail route.</p> <p>The state government must use central government funding under ASIDE scheme (Assistance to States for Development of Export Infrastructure and Allied Activities) to develop logistics infrastructure.</p> <p>Lastly, the implementation of Direct Port Entry (DPE) scheme must be strengthened. Government of India introduced DPE to reduce dwell time and time taken for customs approval. However, there are many practical hurdles in implementing this scheme, some of which are: physical examination at customs, lack of proper documentation by exporters, inadequate infrastructure and need for adequate manpower at customs.</p>

World Trade Day Maharashtra Invite



MVIRDC World Trade Center Mumbai
Presents

WORLD TRADE DAY MAHARASHTRA

Skilling MSMEs for Global Opportunities

13 June to 18 July 2019

Aurangabad June 13 Kolhapur June 18 Nashik June 26 Solapur July 1
Amaravati July 8 Jalgaon July 10 Tarapur July 18 Ratnagiri July 18

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building, international trade and exports. This initiative will provide an effective platform for existing and aspiring exporters including SMEs, women entrepreneurs and industry clusters to explore new foreign markets, understand the emerging challenges in international trade and enhance competitiveness. It will also promote enterprise development by helping young and small entrepreneurs to establish, expand or improve businesses.

The Micro, Small and Medium Enterprises (MSME) sector has emerged as a highly vibrant and dynamic sector of the Indian economy over the last five decades. With the rapid technological shift in means of production and that of internet and mobility in all spheres of economic activity, reorienting the MSME landscape towards cutting-edge innovation and skills is a foremost structural challenge. A dynamic global market coupled with domestic policy focus can unleash opportunities for MSMEs to go global.

Topics of Discussion

Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy
Inco Terms and Export Costing & Pricing

Expertise

Senior Faculties of WTC Mumbai Institute
Government officials
Industry Experts

Contact Details

MVIRDC World Trade Center Mumbai

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Partners



World Trade Day Maharashtra Aurangabad Invite



Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in Aurangabad

Skilling MSMEs for Global Opportunities

Thursday, 13th June 2019 | 2.30 pm to 8.00 pm

Venue: Marathwada Association of Small Scale Industries & Agriculture (MASSIA)
 Waluj office at Plot No. P-15, More Chowk, MIDC Area, Waluj, Aurangabad

Programme

2.30 pm - 3.00 pm	: Registration
3.00 pm - 3.30 pm	: Inaugural Session Welcome Address Mr. A.O.Kuruvila , Advisor, WTC Mumbai Opening Remarks Mr. Dnyandeo L. Rajale , President, MASSIA Address by Guest of Honor Dr. Harshadeep Kamble , IAS, Secretary (Small & Medium Industries) & Development Commissioner (Industries), Government of Maharashtra
3.30 pm - 3.50 pm	: Session by Industries Department
3.50 pm - 4.00 pm	: Introduction to the trainer
4.00 pm - 5.30 pm	: Training Session on exports-1: Mr. V.S Gupte
5.30 pm - 5.45 pm	: Tea Break
5.45 pm - 7.15 pm	: Training session on exports-2: Mr. V.S.Gupte
7.15 pm - 7.45 pm	: Export Promotion of Engineering products- Mr.Varun Chulate, Asst. Director, EEPC
7.45 pm - 8.00 pm	: Concluding Session
8.00 pm onwards	: Networking Dinner

For Registration, please contact

MVIRDC World Trade Centre Mumbai
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 Follow us on: [f](#) [t](#) [in](#) [v](#) | wtcmumbaiindia

MASSIA
 t: 91 240 2481482 | e: info@massia.org

World Trade Center Mumbai invites MSMEs in Aurangabad for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session to train small entrepreneurs in Aurangabad on critical skills required for venturing into international market. The session, which is scheduled on June 13, 2019, will focus on key skills such as international marketing, quality certification, export costing and pricing.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years. The programme is part of the third edition of the Center's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

The district of Aurangabad is located in the Godavari and Tapi river basins of Maharashtra and it is a major hub for tourism in the Marathwada region. This district is the headquarter of Aurangabad division, which is one of the six revenue divisions in the state. Although there are no major minerals available in the district, it is an upcoming industrial centre of India and it falls under the Delhi-Mumbai Industrial Corridor.

As part of this mega project, Government of India is developing a well planned and greenfield smart industrial city - Aurangabad Industrial City (AURIC) - based on the concept of 'walk to work' on an area of 10,000 acres. According to latest Economic Survey of Maharashtra, around 35 plots in this upcoming industrial city have already been allotted to investors. According to a finding by MVIRDC World Trade Center Mumbai, there is untapped potential for employment creation and global value chain integration in sectors such as auto-components, pharmaceuticals and food processing in Aurangabad. Auto-component

manufacturers in Aurangabad can explore the USD 2.6 billion untapped export opportunity for India in this sector, according to an estimate by ITC. Similarly, pharmaceutical companies in the district can explore USD 10 billion worth untapped market opportunities in foreign trade. Emphasising on the export potential in Aurangabad, Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai said, "There are 6,752 registered industrial units in Aurangabad that directly and indirectly contribute to the exports from this district. Specifically, Aurangabad Auto cluster is the preferred supplier for domestic and global automakers such as Bajaj Auto, Skoda Ltd, Volkswagen, Tata Motors etc. Several MSME units in the district are manufacturing packaging materials and mechanical parts that are used in finished export products. We need to sensitise these units about global quality standards, potential market for their products and procedures for export."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The event is also supported by the leading industry body of Aurangabad - Marathwada Association of Small Scale Industries & Agriculture (MASSIA). The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing auto-components, food processing, textile, pharmaceuticals and other manufacturing sectors in Aurangabad. Similar sessions will also be organised in other parts of Maharashtra, such as Kolhapur, Amravati, Nashik, Solapur and Jalgaon between June 13, 2019 and July 5, 2019.

World Trade Day Aurangabad Educates MSMEs on Foreign Trade



Mr. B. S. Joshi, General Manager, District Industries Centre addressing World Trade Day Aurangabad. Also seen in the photograph are (from left to right): Mr. A O Kuruville – Advisor – Trade and Education, WTC Mumbai, Mr. Virendra S Gupte, Senior Faculty, MVIRDC World Trade Center Mumbai and Mr. D.L. Rajale, President, Marathwada Association of Small Scale Industries & Agriculture

MVIRDC World Trade Center Mumbai received overwhelming response from micro, small and medium enterprises (MSMEs) for its interactive session on ‘Skilling MSMEs for Global Opportunities’ organized in Aurangabad on June 13, 2019. The event was organised in partnership with Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI), which is an arm of Department of Industries, Government of Maharashtra.

The interactive session is part of the series of knowledge programmes conducted by MVIRDC World Trade Center Mumbai across Maharashtra to observe World Trade Day. World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

Speaking on this occasion, **Mr. B. S. Joshi, General Manager, District Industries Centre, Aurangabad** created awareness about the various schemes of Government of Maharashtra to support micro, small

and medium enterprises. Mr. Joshi suggested industry to avail these schemes and enhance their competitiveness in the global market.

Mr. Virendra S Gupte, Senior Faculty, MVIRDC World Trade Center Mumbai conducted an interactive session, where he explained the procedures involved in international trade, the importance of marketing strategy, right costing and pricing of goods and adherence to global quality standards.

Mr. Gupte began the session by sharing an overview of the current developments in international trade, including the ongoing trade tension between USA and China. He also highlighted key trends in India’s exports and imports in recent years.

Mr. Gupte suggested participants to develop strategies for export, which include identifying the right market, adopting quality standards of the importing nation, roping in the right logistics partner, managing currency risks etc.

Mr. Gupte informed about the key features of India’s Foreign Trade Policy and highlighted some of the government schemes/benefits available to exporters. Exporters can avail waiver of duty on import of raw materials and capital goods used for manufacturing exportable goods. Government of India introduced Advanced Authorization Scheme and Export Promotion Capital Goods (EPCG) scheme to facilitate duty free import of raw materials and capital goods by exporters.

He also covered critical aspects of Quality and Certification requirements according to global standards. Mr. Gupte explained the relevance of International Commercial Terms (INCO Terms) for finalizing contracts with foreign Buyers/Sellers.

Key Observations of Speaker



Good participation; Intense involvement; participants involved in hands-on business operations. Lot of questions raised with regard to market selection process, how to finalize terms of payment, how trade disputes can be resolved. Interacted with some entrepreneurs engaged in auto component manufacturing. They were keen to ascertain details are drafting export contracts, what support Indian diplomatic missions renders to Indian exporters. Aurangabad is a key center for conducting such workshops on a regular basis.

Mr. Virendra S Gupte

Senior Faculty, MVIRDC World Trade Center Mumbai

He suggested exporters to fulfill all the documentation procedures as mandated under FEMA guidelines (of Reserve Bank of India) and under Customs regulation of Government of India. Under RBI guidelines, exporters can receive payment for their shipment through any authorized dealer bank by following the due procedures. RBI guidelines do not allow exporters to send the export documents directly to importers or her agents, except under certain conditions. Therefore, exporters need to send their documents to importers through authorized dealer banks

objective. He pointed out that the objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building and seek opportunities in international trade and exports.

Mr. Kuruvila suggested the participants to take advantage of the services offered by MVIRDC World Trade Center Mumbai in enhancing their presence in the global market.

Procedures related to realization of export proceeds through authorized dealer banks:

- Exporters must submit all the relevant documents to the authorized dealer bank within 21 days from the date of export
- Upon receiving payment from importers, the authorized dealer bank uploads the Electronic Bank Realization Certificate (e-BRC) on DGFT System
-
- E-BRC is an essential document to claim benefits under Foreign Trade Policy as it serves as a proof of realization of payment against exports made

He said MVIRDC World Trade Center Mumbai is a preferred catalyst for international trade in India. He also elaborated on the courses offered by World Trade Institute and to impart key skills for aspiring exporters.

After the session, the audience raised queries and clarification on various issues related to international trade during the question and answer session.

Earlier in his welcome remarks, **Mr. A O Kuruvila – Advisor – Trade and Education, WTC Mumbai** shared the concept of World Trade Day and its

The event was held at Aurangabad on June 13, 2019

Mr. Gupte offered following tips to aspiring exporters to prepare for the global market:

Budgeting

Prospective exporters must allocate adequate financial resources for developing export strategy. This financial resource must be enough to meet expenses towards international product marketing, participating in international trade shows, hiring distributors in the target markets, market research consultants and freight forwarders. Aspiring exporters must also provide financial resources for hiring full time staffs to handle export documentation and addressing queries and complaints of foreign customers.

Revamping Website

Companies willing to foray into the global market must revamp their website to customize it to international customers. The revamped website should have a currency converter and it should specify the terms and conditions of shipping, policies on bearing customs and freight charges, terms and conditions for return of defective goods and refund policies.

The website should have forms to invite queries from prospective customers and distributors in foreign markets. The website must be linked to payment gateways to enable customers pay online while placing the order.

Hiring Freight Forwarders

For new exporters, it is advisable to hire a freight forwarder who takes care of all the mandatory documentation, makes suitable packaging arrangement, handles transportation and also ensures customs clearance of the cargoes.

Freight forwarders are in a better position to manage clearance of goods from customs and port authorities. They also offer valuable suggestions to exporters on how to minimize logistics cost, take advantage of free trade agreements, comply with rules of origin norms, availing of export incentives etc.

Conducting Market Research

Aspiring exporters must study their potential market through primary and secondary market research by engaging consultants. The consultant will understand the tastes and consumer behavior in target market through primary research. Through secondary research, the consultant will gather information about applicable taxes and duties in the target market, local regulations, market competition, demand trends etc.

Exporters must also study the economic, political and geographical factors in the target markets to gain relevant insights. For example, information about the purchasing power of the customers, climatic conditions, political stability etc, may offer significant value to the marketing strategies in the end market

World Trade Day Maharashtra Kolhapur Invite



Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in Kolhapur

Skilling MSMEs for Global Opportunities

Tuesday, 18th June 2019 | 3.00 pm to 8.30 pm

Venue: Hotel The Pavillion,
392 E, Assembly Road, Shahupuri, NULL, Kolhapur, India

Programme

- 3.00 PM - 3.30 PM** : Registration
- 3.30 PM - 4.00 PM** : Inaugural Session
Welcoming the Guests
Mr. Narendra Mate, Chairman, Training Committee, KCCIA
Opening Remarks
Mr. Sanjay Shete, President, KCCIA
Address
Mr. S. D. Shelke, Superintending Industries Officer, DIC Kolhapur
Introduction to the Programme
Mr. A.O.Kuruvila, Advisor, WTC Mumbai
- 4.00 PM - 5.30 PM** : Training session on exports-
Prof. A.N.Khedkar, Senior Faculty, World Trade Centre Mumbai Institute
- 5.30 PM - 5.45 PM** : Tea Break
- 5.45 PM - 6.15 PM** : Export Promotion of Engineering products-EEPC
- 6.15 PM - 8.15 PM** : Training session on exports-
Prof. A.N.Khedkar, Senior Faculty, World Trade Centre Mumbai Institute
- 8.15 PM - 8.30 PM** : Q & A and Concluding Session
- 8.30 pm onwards** : Networking Dinner

For Registration, please contact

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Kolhapur Chamber of Commerce & Industries
t: 0231-2525161
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World Trade Center Mumbai invites MSMEs in Kolhapur for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session to train small entrepreneurs in Kolhapur on critical skills required for venturing into international market. The session, which is scheduled on June 18, 2019, will impart key skills such as international marketing, quality certification, export costing and pricing to existing and aspiring exporters.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the Center's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

The ancient city of Kolhapur is located on the banks of the river Panchganga and it is also known as Dakshin Kashi. Some of the industrial areas in the district are Kagal, Hatkangale, Gadhingalaja, Shirol, GokulShirogaon, Ajara and Halkarni. The district has many small and large enterprises in agro-based industries, cotton textile, steel fabrication, among others.

Kolhapur is one of the four districts where the state government established a central hatchery to support poultry farming. The hatchery supports poultry farmers by supplying improved variety of eggs, chicks, improved variety of poultry birds, conducting training on poultry farming etc.

According to a finding by MVIRDC World Trade Center Mumbai, Kolhapur has untapped potential for

employment creation and global value chain integration in sectors such as textile, leather, engineering and agro-processing in Kolhapur. Almost 80% of micro and small enterprises in Kolhapur are engaged in agro processing and cotton textile industries.

Emphasising on the export potential in Kolhapur, Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai said, "Leather footwear, textile and engineering goods are some of the exportable items from Kolhapur. MSMEs can benefit from indirect exports by supplying intermediate goods and services to exporters in the district."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The event is also supported by the leading industry body of Kolhapur – Kolhapur Chamber of Commerce & Industries (KCCI).

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing textile, fabrication, auto-components, food processing, pharmaceuticals and other manufacturing sectors in Kolhapur.

Similar sessions will also be organised in other parts of Maharashtra, such as Aurangabad, Amravati, Nashik, Solapur and Jalgaon between June 13, 2019 and July 5, 2019.

Workshop on Exports Receives Overwhelming Response in Kolhapur

MVIRDC World Trade Center Mumbai received overwhelming response from more than 100 delegates for its workshop on international marketing organised in Kolhapur on June 18, 2019. The event was organised in association with Department of Industries, Government of Maharashtra and the Kolhapur Chamber of Commerce & Industries.

During the workshop, experts on international marketing imparted critical skills required for venturing into the international market. The workshop focused on key skills such as international marketing, quality certification, export costing and pricing among others.

The event was attended by delegates from micro, small and medium enterprises, industry clusters, women entrepreneurs, startup enterprises and self-employed people.

This programme gained significance at a time when Government of India and Government of Maharashtra are taking steps to accelerate India's exports in the coming years.

The programme is part of the third edition of the Center's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs).

According to a finding by MVIRDC World Trade Center Mumbai, Kolhapur has untapped potential for employment creation and global value chain integration in sectors such as textile, leather, engineering and agro-processing in Kolhapur. Almost 80% of micro and small enterprises in Kolhapur are engaged in agro processing and cotton textile industries.

Emphasizing on the export potential in Kolhapur, Mr. A O Kuruwila – Advisor – Trade and Education, WTC Mumbai, welcomed the participants and explained the underlining objective of organizing such sessions. He also mentioned that similar sessions are planned in other key cities like Nashik, Amaravati, Jalgaon, Solapur & Palghar.

He explained the role played by MVIRDC World Trade Center Mumbai in promoting international trade with various activities including training courses in foreign trade. He spoke about the objective of WTD and how it helped MSMEs in building knowledge and confidence in entrepreneurship. He also elaborated on the services offered by WTD and encouraged MSMEs to get benefit by associating with WTC. He also said about various courses offered by WTC to skill entrepreneurs to be global.

Mr. Khedkar who is the senior faculty of WTC Mumbai was the main speaker for the program. He said that balance of trade (BOT), which is an indication of Forex inflow and outflow is a major issue of our economy. "Our Balance of Payment (BOP) may be overtly comfortable (because of strong inflow of foreign capital), but BOT is an issue as our imports far exceeds exports.

India's foreign trade policy aims at improving BOT at micro level of a firm so that aggregated it may help towards achieving positive BOT."

Mr. Khedkar suggested aspiring exporters to make use of government schemes to promote exports. He outlined the incentives and benefits under various schemes of Government of India as follows:

Mr. Khedkar also explained the various procedures involved in export of goods. Particularly, he laid emphasis on proper filing of Shipping Bill with the customs authorities. There are various colours of

Key Observations of Speaker



The participants not only appreciated the need for Exports but also desired to undertake International Trade.

The problems faced by the Industries at all the centers were similar viz. Lack of Regular Electricity, Portable Water and Working Capital. They were virtually not aware of Foreign Trade Policy and handful of those who were aware felt that hassles faced at Government offices dissuaded them to think about regular International Trade.

Many Small Scale Industries desire to export but do not understand nuances of International Trade and regular efforts of sustained intensity is required.

Mr. Arvind N. Khedkar

Senior Faculty, MVIRDC World Trade Center Mumbai

forms available to fill Shipping Bill, based on whether the exported product is duty free, dutiable or duty can be claimed under drawback scheme. After verifying the details filled up in the form, the Customs authority will allow the shipment of the consignment by issuing the 'Let Export Order' and 'Let Ship Order'. Shipping Bill is an important document required to claim duty benefits under various government schemes.

Mr. Khedkar advised exporters to hire Customs House Agents (CHAs) licensed by the Commissioner of Customs to take care of all the documentation procedures related to customs clearance.

Mr. Khedkar also raised awareness about the duty benefits under 'deemed exports' and the eligibility criteria to claim benefits under this scheme. A manufacturer or a sub-contractor can claim benefits under 'deemed exports' if she supplies goods to another exporter against the latter's advance authorization. Manufacturers supplying capital goods to exporters against EPCG scheme is also eligible for benefits under deemed exports. Also, supply of goods to Export Oriented Units (EOUs) is eligible for benefits under deemed exports. Manufacturers or suppliers eligible under deemed exports can avail schemes such as advance authorization, drawback of customs duty and refund of terminal excise duty for certain excisable goods.

Mr. Khedkar concluded his remarks by pointed out that India needs to promote exports aggressively in the background of trade competition and political issues relating to tariff and non tariff barriers. The training we impart is to encourage industries to export good quality products at competitive prices by enhancing their competence with thorough knowledge of all aspects of international trade."

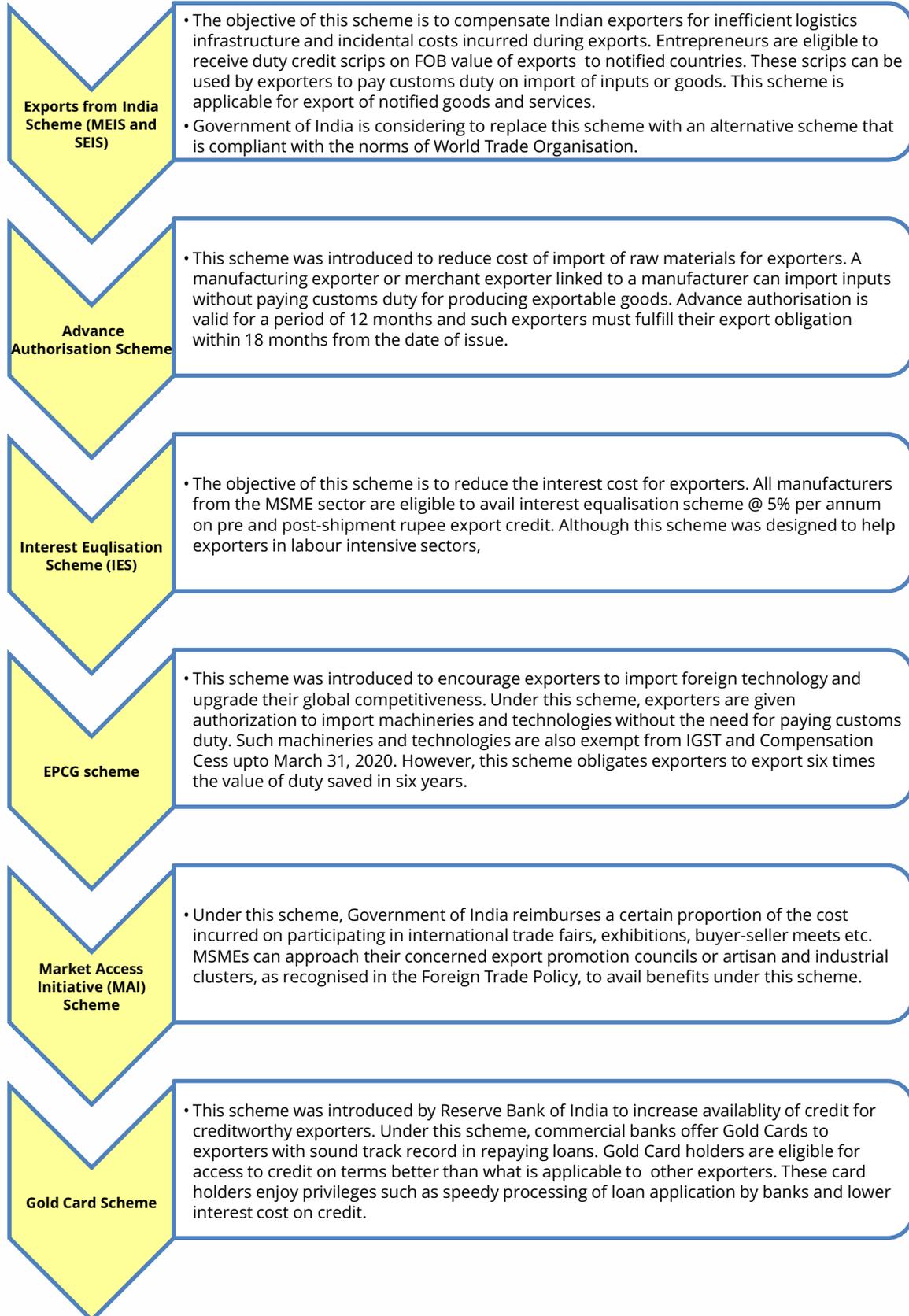
Mr. Varun Chulate, Assistant Director from EEPC spoke about EEPC by elaborating on the specifics of markets for engineering products, existing and unexplored markets and specific schemes available to enter in to these markets.

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The session benefited MSME units representing auto-components, agro processing, textile and other manufacturing sectors in Kolhapur.

Similar sessions will also be organised in other parts of Maharashtra, such as Amravati, Nashik, Solapur, Jalgaon, Palghar and Ratnagiri.

Select Schemes of Government of India for Promoting Exports:



Press Clippings - WTD Kolhapur

Daily Lokshahi
Date:11.07.2019

Maharashtra Times
Date:17.06.2019

कोल्हापुरात उद्या निर्यातीवर चर्चासत्र

कोल्हापूर ता.१६ (प्रतिनिधी)
कोल्हापूर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईतर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी येत्या मंगळवारी (ता. १८) हॉटेल पॅव्हेलियन येथे चर्चासत्राचे आयोजन केले आहे.
आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किंमती ठरवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल. या सत्रात महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटीआरआय)

संस्थेचेही योगदान आहे.
देशाची निर्यात दुप्पट करण्यासाठी केंद्र व राज्य सरकार विविध स्तरावर कार्य करीत आहे. राज्यात सूक्ष्म, लघु आणि मध्यम उद्योगांचे (एमएसएमई) जागतिक स्पर्धात्मकता वाढविण्यासाठी कौशल्यांच्या विकासावर राज्यव्यापी जागरूकता मोहिमेचा पुढाकार घेण्यासाठी केंद्र सरकारच्या प्रमुख कार्यक्रम जागतिक व्यापार दिन महाराष्ट्राच्या तिसऱ्या आवृत्तीचा हा कार्यक्रम आहे.
एमवीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईच्या संशोधनानुसार कोल्हापूरमध्ये वसोद्योग, लेदर, अभियांत्रिकी आणि कृषी-प्रक्रिया यांसारख्या क्षेत्रांमध्ये रोजगार निर्मिती आणि

जागतिक मूल्य श्रृंखला एकत्रिकरणासाठी उत्तम क्षमता आहे. कोल्हापूरमधील सुमारे ८० टक्के सूक्ष्म आणि लघु उद्योग कृषी-प्रक्रिया आणि सुती वस्त्र उद्योगात गुंतलेले आहेत.
दरम्यान, कोल्हापूरमधील निर्यात क्षमतेवर सीनियर डायरेक्टर-एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटरच्या सुश्री रूपा नाईक यांनी सांगितले की, कोल्हापूरमधील चामडी वस्तू, कापड आणि अभियांत्रिकी वस्तू निर्यात करण्यायोग्य वस्तूंपैकी काही आहेत. जिल्ह्यातील निर्यातदारांना मध्यवर्ती वस्तू व सेवा पुरवून एमएसएमई अप्रत्यक्षपणे निर्यात करण्यास योगदान देऊ शकतात. प्रभावी प्रशिक्षण आणि मार्गदर्शनासह, कृषी-प्रक्रिया आणि सुती कापडामधील एसएमई जागतिक बाजारपेठेत यशस्वीरीत्या निर्यात करू शकतात.

Tarun Bharat
Date:17.06.2019

Daily Mahasatta
Date:17.06.2019

Rajasthan Patrika
Date:21.06.2019

कोल्हापूर चेंबर ऑफ कॉमर्सतर्फे उद्या चर्चासत्र

कोल्हापूर : कोल्हापूर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईतर्फे येथील लहान उद्योजकांसाठी मंगळवारी १८ रोजी हॉटेल पॅव्हेलियन येथे चर्चासत्राचे आयोजन केले आहे. चर्चासत्रात महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटीआरआय) संस्थेचेही योगदान आहे. दरम्यान, कोल्हापूरमधील निर्यात क्षमतेवर सीनियर डायरेक्टर-एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटरच्या रुपा नाईक यांनी सांगितले की, कोल्हापूरमधील चामडी वस्तू, कापड आणि अभियांत्रिकी वस्तू निर्यात करण्यायोग्य वस्तूंपैकी काही आहेत. जिल्ह्यातील निर्यातदारांना मध्यवर्ती वस्तू व सेवा पुरवून एमएसएमई अप्रत्यक्षपणे निर्यात करण्यास योगदान देऊ शकतात. प्रभावी प्रशिक्षण आणि मार्गदर्शनासह, कृषी-प्रक्रिया आणि सुती कापडामधील एसएमई जागतिक बाजारपेठेत यशस्वीरीत्या निर्यात करू शकतात. महाराष्ट्र सरकारचे अधिकारी, डब्ल्यूटीसी मुंबई इन्स्टिट्यूटचे वरिष्ठ अधिकारी आणि उद्योग तज्ज्ञ या चर्चासत्रात मार्गदर्शन करतील. दरम्यान, मंगळवारी दुपारी तीन ते रात्री आठ या वेळेत होणाऱ्या कार्यशाळेसाठी कोल्हापूर चेंबर ऑफ कॉमर्सशी संपर्क साधावा असे आवाहन करण्यात आले आहे.

निर्यातीवर मंगळवारी होणार कार्यशाळा

कोल्हापूर, ता. १५ : येथील कोल्हापूर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने 'एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर (मुंबई) मंगळवारी (ता. १८) हॉटेल पॅव्हेलियन येथे कार्यशाळेचे आयोजन केले आहे. येथील लघुउद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर आधारित मार्गदर्शन होईल. महाराष्ट्र सरकारचे अधिकारी, डब्ल्यूटीसी मुंबई इन्स्टिट्यूटचे वरिष्ठ अधिकारी आणि उद्योगतज्ज्ञ या चर्चासत्रात मार्गदर्शन करतील. दरम्यान, दुपारी तीन ते रात्री आठ या वेळेत होणाऱ्या कार्यशाळेसाठी असे आवाहन संयोजकांनी केले आहे.

वैश्विक बाजार में उतरने के लिए बढ़ानी होगी साख

कोल्हापूर में कोल्हापूर चेंबर ऑफ कॉमर्स व वर्ल्ड ट्रेड सेंटर मुंबई के संयुक्त संयोजनाने १८ जून को कोल्हापूर में आयोजित कार्यशाळा का दौरा प्रयत्नित करती ए.एन. सेक्टर। इस अवसर पर उन्हे सख डीसी के वरुण चव्हेर, अर्चिष नुजा, ए.ओ. कुर्वित्त, संजय शेटे, संजय पाटील व एस.टी. शैलेकी भी मौजूद थीं।
एमवीआईआरडीसी की कार्यशाळा
पंजिब न्यूज नेटवर्क
राजस्थानपत्रिका.com
कोल्हापूर, छोटे उद्योगों को उच्च स्तरीय प्रशिक्षण लेकर अपनी साख बढ़ानी होगी जिससे कि वे वैश्विक बाजार में उतरकर निर्यात बढ़ा सकें।
यह आह्वान वर्ल्ड ट्रेड सेंटर, मुंबई के ए.ओ. कुर्वित्त ने किया।
कोल्हापूर चेंबर ऑफ कॉमर्स व राज्य सरकार के सहयोग से आयोजित कार्यशाळा के लिए अंतरराष्ट्रीय बाजार में प्रवेश करने के लिए आवश्यक प्रशिक्षण की चर्चा के

'चेंबर'च्या वतीने उद्या चर्चासत्र

म. टा. प्रतिनिधी, कोल्हापूर

कोल्हापूर चेंबर ऑफ कॉमर्सच्या वतीने लहान उद्योजकांना आंतरराष्ट्रीय बाजारातील संधी मिळव्यात, यासाठी निर्यातीवरील चर्चासत्राचे आयोजन केले आहे. हॉटेल पॅव्हेलियन येथे मंगळवारी (ता. १८) दुपारी तीन ते रात्री आठ या वेळेत चर्चासत्र होणार असून, तज्ज्ञांकडून मार्गदर्शन मिळणार आहे.

देशाची निर्यात दुप्पट करण्यासाठी केंद्र व राज्य सरकारकडून प्रयत्न सुरू आहेत. राज्यात सूक्ष्म, लघु आणि मध्यम उद्योगांची जागतिक स्पर्धात्मकता वाढविण्यासाठी कौशल्यांच्या विकासावर राज्यव्यापी जागरूकता मोहीम सुरू आहे. या मोहिमेअंतर्गत मंगळवारी कोल्हापुरात चर्चासत्राचे आयोजन केले आहे. या चर्चासत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणिकरण, निर्यात खर्च, आदी महत्त्वाच्या कौशल्यांवाबत मार्गदर्शन केले जाणार आहे. जिल्ह्यातील निर्यातदारांना आवश्यक तंत्रज्ञान व सेवा पुरवून निर्यातीसाठी योगदान देऊ शकतात. राज्य सरकारचे अधिकारी, डब्ल्यूटीसी मुंबई इन्स्टिट्यूटचे वरिष्ठ अधिकारी आणि उद्योग तज्ज्ञ या चर्चासत्रात मार्गदर्शन करणार आहेत.

Punyanagari - Smart Kolhapur
Date:15.06.2019

चेंबर ऑफ कॉमर्सतर्फे चर्चासत्र

कोल्हापूर/प्रतिनिधी :
कोल्हापूर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईतर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक त्वा कौशल्यांवर प्रशिक्षित करण्यासाठी येत्या मंगळवारी (ता. १८) हॉटेल पॅव्हेलियन येथे चर्चासत्राचे आयोजन केले आहे.
आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किंमती ठरवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल. या सत्रात महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटीआरआय) संस्थेचेही योगदान आहे. देशाची निर्यात दुप्पट करण्यासाठी केंद्र व राज्य सरकार विविध स्तरावर कार्य करत आहे.

Lokmat - Hello Kolhapur
Date:17.06.2019

'चेंबर'तर्फे लघु उद्योजकांसाठी उद्या चर्चासत्र

लोकमत न्यूज नेटवर्क

कोल्हापूर : कोल्हापूर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने मुंबईच्या एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटरतर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात

प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी येत्या उद्या, मंगळवारी हॉटेल पॅव्हेलियन येथे चर्चासत्राचे आयोजन केले आहे.
या चर्चासत्रात सरकारचे अधिकारी, डब्ल्यूटीसी मुंबई

इन्स्टिट्यूटचे वरिष्ठ अधिकारी आणि उद्योगतज्ज्ञ मार्गदर्शन करतील. दरम्यान, मंगळवारी दुपारी तीन ते रात्री आठ या वेळेत होणाऱ्या कार्यशाळेसाठी कोल्हापूर चेंबर ऑफ कॉमर्सशी संपर्क साधण्याचे आवाहन केले आहे.

Rajasthan Patrika
Date:15.06.2019

Tarun Bharat
Date:21.06.2019

Pudhari - My Kolhapur
Date:19.06.2019

छोटे उद्यमियों के लिए निर्यात चर्चा सत्र 18 को कोल्हापुर चेंबर ऑफ कॉमर्स का आयोजन

पत्रिका न्यूज नेटवर्क
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कोल्हापुर, कोल्हापुर चेंबर ऑफ कॉमर्स और राज्य सरकार के सहयोग से एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर की ओर से यहां के छोटे उद्यमियों को अंतरराष्ट्रीय बाजार में उतारने के लिए आवश्यक कौशल विकास के लिए यहां के एक होटल में चर्चा सत्र का आयोजन किया गया। अंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्चा और विद्यमान और इच्छुक निर्यातदारों के लिए किमत तय करना कौशल विकास में शामिल है। इसमें महाराष्ट्र के उद्यमी, व्यापार और निवेश सुविधा कक्ष (एमएआयटीआरआई) संस्था का बड़ा योगदान है।

एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर मुंबई के संशोधन के अनुसार कोल्हापुर में वस्त्रोद्योग, लैडर, अभियांत्रिकी और कृषि प्रक्रिया जैसे क्षेत्रों में रोजगार निर्माण की अच्छी क्षमता है जबकि कोल्हापुर में लगभग 80 फीसदी सूखम और लघु उद्योग कृषि प्रक्रिया और रूती वस्त्र उद्योग के विकास में जुटे हैं।

इस बीच कोल्हापुर की निर्यात क्षमता पर सीनियर डायरेक्टर-एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर की रूपा नाईक ने कहा कि कोल्हापुर के चमड़े की वस्तुएं, कपड़ा और अभियांत्रिकी वस्तु निर्यात करने योग्य वस्तुओं में से एक है। महाराष्ट्र सरकार के अधिकारी, डब्ल्यूटीसी मुंबई इन्स्टीट्यूट के वरिष्ठ अधिकारी और व्यवसाय विशेषज्ञ इस चर्चा सत्र में मार्गदर्शन करेंगे।

उत्पादनाचा दर्जा टिकवून निर्यात वाढवा

कोल्हापुर चेंबर आयोजित चर्चासत्रात वर्ल्ड ट्रेड सेंटरचे सल्लागार ए.ओ. कुरुविला यांचे आवाहन



कोल्हापुर / प्रतिनिधी
जागतिक बाजारपेठेमध्ये प्रथम दर्जा टिकवून निर्यात वाढवा, असे मत वर्ल्ड ट्रेड सेंटर, मुंबईचे ए. ओ. कुरुविला यांनी व्यक्त केले. कोल्हापुर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईच्या अंतरराष्ट्रीय बाजारपेठेच्या अंतर्गत आयोजित चर्चासत्रात कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले. कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले. कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले.

Maharashtra Times
Date:19.06.2019

जागतिक बाजारपेठेत निर्यात वाढवा

निर्यातीवरील चर्चासत्रात ए. ओ. कुरुविला यांचे प्रतिपादन



कोल्हापुर / प्रतिनिधी
जागतिक बाजारपेठेमध्ये प्रथम दर्जा टिकवून निर्यात वाढवा, असे मत वर्ल्ड ट्रेड सेंटर, मुंबईचे ए. ओ. कुरुविला यांनी व्यक्त केले. कोल्हापुर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईच्या अंतरराष्ट्रीय बाजारपेठेच्या अंतर्गत आयोजित चर्चासत्रात कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले. कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले.

Pudhari -My Kolhapur
Date:16.06.2019

दर्जेदार उत्पादनांना निर्यातीची संधी

कोल्हापुरात निर्यातीची क्षमता



कोल्हापुर / प्रतिनिधी
जागतिक बाजारपेठेमध्ये प्रथम दर्जा टिकवून निर्यात वाढवा, असे मत वर्ल्ड ट्रेड सेंटर, मुंबईचे ए. ओ. कुरुविला यांनी व्यक्त केले. कोल्हापुर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईच्या अंतरराष्ट्रीय बाजारपेठेच्या अंतर्गत आयोजित चर्चासत्रात कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले. कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले.

Puyanagari
Date:22.06.2019

जागतिक बाजारपेठेत निर्यात वाढवा

ए. ओ. कुरुविला; कोल्हापुर चेंबर ऑफ कॉमर्सतर्फे चर्चासत्र



कोल्हापुर / प्रतिनिधी
जागतिक बाजारपेठेमध्ये प्रथम दर्जा टिकवून निर्यात वाढवा, असे मत वर्ल्ड ट्रेड सेंटर, मुंबईचे ए. ओ. कुरुविला यांनी व्यक्त केले. कोल्हापुर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईच्या अंतरराष्ट्रीय बाजारपेठेच्या अंतर्गत आयोजित चर्चासत्रात कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले. कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले.

Pudhari - My Kolhapur
Date:19.06.2019

जागतिक बाजारपेठेमध्ये दर्जा टिकवून निर्यात वाढवा

निर्यात तज्ञ कुरुविला यांचे आवाहन; चेंबर ऑफ कॉमर्सच्या वतीने चर्चासत्र



कोल्हापुर / प्रतिनिधी
जागतिक बाजारपेठेमध्ये प्रथम दर्जा टिकवून निर्यात वाढवा, असे मत वर्ल्ड ट्रेड सेंटर, मुंबईचे ए. ओ. कुरुविला यांनी व्यक्त केले. कोल्हापुर चेंबर ऑफ कॉमर्स व राज्य सरकारच्या सहकार्याने एमवीआईआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबईच्या अंतरराष्ट्रीय बाजारपेठेच्या अंतर्गत आयोजित चर्चासत्रात कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले. कोल्हापुर चेंबर ऑफ कॉमर्सचे अध्यक्ष अशोक शिंदे यांनी कुरुविला यांचे आवाहन केले.

World Trade Day Maharashtra Nashik Invite



**WORLD TRADE CENTER®
MUMBAI**
Promoted by MVIRDC
M. Vithalrao Indurkar Research and Development Centre



**NASHIK INDUSTRIES &
MANUFACTURERS ASSOCIATION**

Cordially invite you to the 3rd Edition of

WORLD TRADE DAY MAHARASHTRA in Nashik

Skilling MSMEs for Global Opportunities

Wednesday, 26th June 2019 | 10.00 am to 5.00 pm

Venue: Nashik Industries & Manufacturers Association (NIMA)
P-14, NIMA House, MIDC Satpur, Nashik, Maharashtra 422007

Programme

- | | |
|----------------------------|--|
| 10 AM - 10.30 AM | : Registration & Tea |
| 10.30 AM - 11.15 AM | : Inaugural session
Welcoming the Guests
Mr. Gaurav Dharkar , Chairman, Seminar Committee
Welcome address
H S Banerjee , President NIMA
Opening Remarks
Mr. Pravin P. Deshmukh , Jt. Director of Industries, Nashik
Introduction to the Programme
A.O Kuruvila , Advisor, WTC Mumbai |
| 11.15 AM - 1.15 PM | : Training Session on exports-1: By
Mr. Virendra Gupte , Senior Faculty, WTC Mumbai |
| 1.15 PM - 2.15 PM | : Lunch Break |
| 2.00 PM - 2.30 PM | : DIC initiatives for Ease of Doing Business by Earnest & Young |
| 2.30 PM - 4.30 PM | : Training session on exports-2: By
Mr. Virendra Gupte , Senior Faculty, WTC Mumbai |
| 4.30 PM - 4.45 PM | : Q & A Session |
| 4.45 PM - 5.00 PM | : Concluding Session |
| 5.00 PM onwards | : Hi tea |

For Registration, please contact

MVIRDC World Trade Centre Mumbai
t: 022 66387391 / 395
e: wti@wtcmumbai.org
Follow us on: [f](#) [t](#) [in](#) [+](#) | wtcmumbaiindia

Nashik Industries & Manufacturers Association (NIMA)
t: +91 253 2353877 / 2350277
e: nimanashik@gmail.com

World Trade Center Mumbai invites MSMEs in Nashik for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session to train small entrepreneurs in Nashik on critical skills required for venturing into international market. The session, which is scheduled on June 26, 2019, will impart key skills such as international marketing, quality certification, export costing and pricing to existing and aspiring exporters. Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the Center's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state. The Holy town of Nashik is known for religious events such as Kumbha Mela (held once in 12 year) and the Annual Fair of Infant Jesus. The city houses several prominent government organizations such as Currency Note Press, Hindustan Aeronautical Ltd., Air Force Station, Artillery Centre, Indian Security Press and Eklahare Thermal Power Station.

Out of the seven administrative divisions in Maharashtra (including Mumbai), Nashik has the third highest number of developed industrial plots under MIDC. Pune has the highest number of developed plots totaling 25,655, followed by Mumbai (at 14,338) and Nashik (at 14,057). According to a finding by MVIRDC World Trade Center Mumbai, Nashik has untapped potential for employment creation and global value chain integration in sectors such as agro-processing, electrical and electronic goods, auto-components etc. Nashik is a major producer and exporter of onion and grape wine. Onion producers in

the district can explore USD 875 million worth untapped export potential in the world market.

Emphasising the export potential in Nashik, Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai said, "Nashik is home to India's leading companies and multinational corporations from diverse sectors such as pharmaceuticals, electrical goods, steel, automobile, FMCG, among others. Conducive agro-climatic condition and strategic location in the Delhi Mumbai Industrial Corridor are added advantages for industries in the region. MSMEs from agro-processing and engineering sectors need to be guided to tap the unexplored export opportunities in the world market."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The event is also supported by the leading industry body of Nashik - Nashik Industries & Manufacturers Association (NIMA).

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing pharmaceuticals, electrical and electronic goods, agro-processing, chemicals, auto-components and other manufacturing sectors in Nashik.

Similar sessions will also be organised in other parts of Maharashtra, such as Aurangabad, Amravati, Kolhapur, Solapur and Jalgaon between June 13, 2019 and July 5, 2019.

World Trade Day Nashik Receives Overwhelming Response from MSMEs

MVIRDC World Trade Center Mumbai received overwhelming response from micro, small and medium enterprises (MSMEs) for its interactive session on 'Skilling MSMEs for Global Opportunities' organized in Nashik on 26th June, 2019. The event was organised in partnership with MAITRI, which is the investment facilitation cell of Government of Maharashtra and Nashik Industries & Manufacturers Association (NIMA).

The interactive session is part of the series of knowledge programmes conducted by MVIRDC World Trade Center Mumbai across Maharashtra to observe World Trade Day. World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building and seek opportunities in international trade and exports.

Speaking on the interactive session in Nashik, **Mr. Pravin Deshmukh, Jt. Director of Industries, Government of Maharashtra** welcomed the efforts of WTC Mumbai in skilling SMEs in different part of Maharashtra through the initiative of World Trade Day. He explained the various initiatives launched by DIC Nashik to help Industries in the region. The on-line

facilities offered for Industries for ease of doing business were further elaborated by Ernst & Young representatives.

Mr. Virendra S Gupte, Senior Faculty, MVIRDC World Trade Center Mumbai conducted the session by sharing a synopsis of the current developments in International Trade highlighting the geo-political challenges in world trade, tensions at the global level arising out of US and China trade ties, growing protectionism and rising role of India.

Mr. Gupte shared with the participants the strategies to be adopted for Export preparedness, including Management focus and vision, competency and skill building. He also elaborated how an entity can create an Export Plan, based on systematic Market Research and data analytics. He highlighted the key issues in International Marketing relating to identifying products and markets taking into consideration various parameters – customer preferences, competitor offerings, pricing, shipping and logistics, regulatory environment, legal requirements and international standards of compliance.

Mr. Gupte covered in detail critical aspects of Export Pricing and Costing and important aspects of managing credit and cost.



Key Observations of Speaker



Well attended workshop. Participants keen to understand how international business is conducted, key challenges, etc. Questions were generic in nature – appropriate payment terms, market research methodology, Incoterms, appointment of selling agents, quality norms, etc. Engineering goods exporters were shared new market opportunities. We should have focused workshops on Agro exporters, Engg exporters and other products for focused discussions re Testing and quality issues specific to industry concerns, suggest separate slot for ISO/AGMARK experts to discuss global certification / quality standards for exporters' process improvements / certification – accreditation standards.

Mr. Virendra S Gupte

Senior Faculty, MVIRDC World Trade Center Mumbai

He shared the highlights of the current Foreign Trade Policy of the Government and various schemes / benefits available to exporters. He also covered critical aspects of Quality and Certification requirements as per global standards.

Another important aspect in Export – Import trade was also covered by Mr. Gupte relating to the meaning, relevance and implications of International Commercial Terms (INCO Terms) while finalizing contracts with Buyers / Sellers.

Mr. Gupte created awareness about India's Agriculture Export Policy and suggested aspiring

agro-exporters to avail incentives under the policy. Specifically, he advised exporters to explore cluster development opportunities in grapes and onions.

Earlier in his welcome remarks, **Mr. A O Kuruvila – Advisor – Trade and Education, WTC Mumbai** explained the underlining objective of organizing such

sessions. He also mentioned that similar sessions are planned in other key cities such as Solapur, Amaravati, Jalgaon, Palghar and Ratnagiri. He briefed about the concept of WTC and the services & facilities offered at

Cluster Development Under India's Agriculture Export Policy:

Under this policy, Government of India identified Nashik for developing export oriented clusters in products such as grapes and onion.

Government of India aims to develop export oriented infrastructure in these clusters in compliance with global packaging, sanitary and phyto-sanitary standards.

In order to ensure effective implementation of this cluster programme, Government of India plans to set up a Cluster facilitation cell under Nodal Collector / Director (Agriculture) / (Horticulture) / (Fisheries).

In order to handhold enterprises in the cluster, Nodal Collector/Director of Agriculture Department, Government of Maharashtra will conduct quarterly meetings with all the stakeholders in the cluster.

WTC Mumbai including the training courses in foreign trade and encouraged participants to take advantage of it.

The session involved interactive participation and Q&A on practical issues related to exports and imports.

Factors to be considered while fixing price

Objective of Company

The objective of exports differ from companies to companies. Some firms engage in exports with the long term objective to establish their product in foreign markets. Such companies offer their products at a discount to capture market share.

On the other hand, some companies engage in exports only in the short run to offload their surplus goods. Such companies may not be interested to offer deep discounts.

Production and Distribution Costs

Exporters can adopt cost-plus pricing method if the target market is not highly competitive. Under this method, price of a product reflects its production and distribution costs, including customs duties, local taxes, freight insurance, among others, and a reasonable margin of profit.

However, in a highly competitive foreign market, the best pricing method adopted for market entry is marginal cost method.

Under this method, the price of the product reflects only the incremental cost of producing that product. The price does not include fixed cost such as plant and machinery, R&D expenses, advertising and promotional expenses.

Economic and Market Conditions

Market and economic conditions such as demand for the product, intensity of competition, consumer preference, per capita income of target consumers are some of the major determining factors of pricing.

While deciding the price of the product, exporters must consider the affordability or per capita income level in the target market and price sensitiveness of consumers.

Exporters can know the price of their competitors through distributors or channel partners in the target market. It will benefit first time exporters if they visit the target country and study local market condition by connecting with agents and consultants.

Movement in exchange rate is another relevant factor for pricing. If the exchange rate of Indian rupee appreciates against dollar, domestic goods will be costlier in terms of dollar. Thus, Indian exporters may have to reduce the price of their product to be competitive in the foreign market.

Key points discussed on pricing of products:

1. Computing fixed cost and variable cost
2. Entering into agreement on who will bear freight, insurance and custom duties
3. In case these expenses are borne by buyers, how to embed them in final price
4. Knowing the prices charged by competitors
5. Offering discounts on bulk orders

Press Clippings - WTD Nashik

Divya Marathi
Date:27.06.2019

उद्योजकांनी वैचारिक व व्यावसायिक कक्षा रुंदावणे अतिशय गरजेचे



वर्ल्ड ट्रेड सेंटरचे वक्तो वीरेंद्र गुप्ते यांचे प्रतिपादन

प्रतिनिधी। नाशिक

जागतिक व्यापाराची समीकरणे झपाट्याने बदलत असल्याने स्थानिक उद्योगांनी जागतिक बाजारपेठेतील बदलांबाबत अद्ययावत असणे अनिवार्य असून केवळ स्थानिक पातळीवर विचार न करता आपल्या वैचारिक व व्यावसायिक कक्षा रुंदावणे महत्त्वाचे आहे. ग्राहक मग तो स्थानिक असो की दुसऱ्या देशातील कोणालाही कमी लेखू नये. नवनवीन कौशल्ये आत्मसात करत राहणे, ही काळाची गरज आहे. असे प्रतिपादन वर्ल्ड ट्रेड सेंटरचे वीरेंद्र गुप्ते यांनी केले.

निमा व वर्ल्ड ट्रेड सेंटर, मुंबई यांच्या वतीने आयोजित कार्यशाळात गुप्ते मार्गदर्शन करित होते. व्यासपीठावर निमाचे उपाध्यक्ष शशीकांत जाधव, मानद सरचिटणीस तुषार चव्हाण, जिल्हा उद्योग संचालनालयाचे सहसंचालक प्रवीण देसमुख, वर्ल्ड ट्रेड सेंटर, मुंबईचे वीरेंद्र गुप्ते, निमाच्या यॅमिनास समितीचे अध्यक्ष गौरव धारकर होते.

‘सूक्ष्म, लघु व मध्यम उद्योगांना आंतरराष्ट्रीय व्यापार करताना आवश्यक कौशल्यांचा विकास’ या विषयावर यथील कार्यशाळेचे आयोजन करण्यात आले होते. लिन मॅन्युफॅक्चरिंग इन्व्हेस्टेशन प्रोमोशंस, संस्थान व विकास), उपलब्ध व सेवांचा दर्जा उंचावत जागतिक स्तराचा

निमात आज कौशल्य प्रशिक्षण शिबिर

नाशिक : मुंबई (मि. विश्वेश्वरवैराय इंडस्ट्रीअल रिसर्च अँड डेव्हलपमेंट सेंटर) तसेच निमातर्फे लघुउद्योजकांसाठी विशेष मार्गदर्शन शिबिराचे आयोजन करण्यात आले आहे. बुधवारी (दि. २६) सकाळी दहा वाजता सातपूर येथील निमा ह्यऊसमध्ये होणाऱ्या या शिबिरात आंतरराष्ट्रीय बाजारपेठेत पवेश मिळण्यासाठी आवश्यक असलेल्या कौशल्याबाबत मार्गदर्शन करण्यात येणार आहे.

निमा व वर्ल्ड ट्रेड सेंटर, मुंबई यांच्या संयुक्त विद्यमाने कार्यशाळा

नाशिक - जागतिक व्यापाराची समीकरणे झपाट्याने बदलत आहेत. त्यासाठी स्थानिक उद्योगांनी जागतिक बाजारपेठेतील बदलांबाबत अद्ययावत असणे अनिवार्य असून केवळ स्थानिक पातळीवर विचार न करता आपल्या वैचारिक व व्यावसायिक कक्षा रुंदावणे महत्त्वाचे आहे. ग्राहक मग तो स्थानिक असो की दुसऱ्या देशातील कोणालाही कमी लेखू नये. नवनवीन कौशल्ये आत्मसात करत राहणे, ही काळाची गरज आहे, असे प्रतिपादन वर्ल्ड ट्रेड सेंटरचे वीरेंद्र गुप्ता यांनी केले.

आयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबई व निमाच्या वतीने येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी आयोजित चर्चासत्रात ते बोलत होते. वर्ल्ड ट्रेड सेंटर, मुंबईचे सल्लागार ए. ओ. कुरुबिल्ला यांनी येथे अशा प्रकारची कार्यशाळा आयोजनामागील भूमिका स्पष्ट केली. जिल्हा उद्योग केंद्राचे प्रवीण देशमुख यांनी नाशिकमधील उद्योग व्यवसायाच्या विकासासाठी निमाचा सहभाग महत्त्वपूर्ण असल्याचे सांगितले. राज्य सरकारच्या सल्लागार वंदना प्रताप, कृती अग्रवाल यांनी सरकाराच्या मैत्री पोर्टलच्या माध्यमातून उद्योगांच्या विस्तारासाठी कोणती मदत करू शकते, याविषयी मार्गदर्शन केले. यावेळी उपाध्यक्ष शशिकांत जाधव यांनी प्रास्ताविक केले. अशा स्वरूपाची कार्यशाळा येथे आयोजित केली त्याबाबत वर्ल्ड ट्रेड सेंटरचे कौतुक केले. निमाच्या गौरव धारकर यांनी स्वागत केले. निमाचे सरचिटणीस तुषार चव्हाण यांनी आभार मानले. खजिनदार कैलास आहेर, उदय रकिबे, कमलेश नारंग, राजेश गडाख, अखिल राठी, नीलिमा पाटील, सागर लोखंडे, हिमांशू कनानी यांच्यासह मोठ्या संख्येने उद्योजक उपस्थित होते.

Hind Maratha Times
Date:23.06.2019

नाशिक इंडस्ट्रीज अँड मॅन्युफॅक्चर्सच्या वतीने कौशल्य विकासाचे ज्ञानसत्र

नाशिक - नाशिक इंडस्ट्रीज अँड मॅन्युफॅक्चर्स असोसिएशनच्या वतीने, महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईतर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारत प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी एक अतिशय प्रभावशाली ज्ञानसत्र आयोजित केले आहे. २६ जून, २०१९ रोजी होणाऱ्या या सत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किमतीत उलवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल.

या सत्रात महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटी आरआय) संस्थेचेही योगदान आहे.

आगामी काळात देशाची निर्यात दुप्पट करण्यासाठी केंद्र राज्य सरकार विविध स्तरावर कार्य करत आहे. गम्यात सूक्ष्म, लघु आणि मध्यम उद्योगांचे (एमएसएमई)

जागतिक स्पर्धात्मकता वाढविण्यासाठी कौशल्याच्या विकासावर राज्यव्यापी जागृकता मोहिमेचा पुढाकार घेण्यासाठी केंद्र सरकारच्या प्रमुख कार्यक्रम जागतिक व्यापार दिवस महाराष्ट्रच्या तिसऱ्या आवृत्तीचा हा कार्यक्रम आहे. एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईच्या संशोधनानुसार नाशिकमध्ये कृषी-प्रक्रिया, इलेक्ट्रिकल व इलेक्ट्रॉनिक वस्तू, ऑटो-कॉन्ट्रॅक्ट इत्यादी सारख्या क्षेत्रातील येजगावची निर्मिती आणि जागतिक मूल्य श्रृंखला एकत्रिकरणाची क्षमता वाढविली आहे. नाशिक ही द्राक्षे वाईन आणि कांद्याचे प्रमुख उत्पादक आणि निर्यातदार आहे. जिल्ह्यातील कांद्याचे उत्पादक जागतिक बाजारपेठेतील निर्यातीत ८७५ दशलक्ष डॉलर्सची निर्यात न करता निर्यात करू शकतील. नाशिकमधील निर्यात क्षमतेवर जोर देताना सुश्री रुपा नाईक, सीनियर डायरेक्टर-एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबई यांनी सांगितले की, अग्रगण्य कंपन्या आणि फार्मास्युटिकल्स,

इलेक्ट्रिकल वस्तू, स्टील, ऑटोमोबाईल, एफएमसीजी यासारख्या विविध क्षेत्रातील बहुराष्ट्रीय कंपन्यांचे नाशिक हे भारतातील घर आहे. दिल्ली मुंबई इंडस्ट्रियल कॉरिडोरमधील सुयोग्य कृषी-हवामान स्थिती आणि रणनीतिक स्थान या क्षेत्रातील उद्योगांसाठी फायदे आहेत. कृषी-प्रक्रिया आणि अभियांत्रिकी क्षेत्रातील एमएसएमई यांना जागतिक बाजारपेठेत निरनिरगळ्या निर्यातीसाठी संधी उपलब्ध करून देण्याची गरज आहे. जागतिक व्यापार आणि जगभरातील जागतिक विकासावरील जागृकता निर्माण करण्यासाठी जागतिक व्यापार दिन जगभरातील जागतिक व्यापार केंद्राची एक अद्वितीय उपक्रम आहे. नाशिक इंडस्ट्रीज व मॅन्युफॅक्चर्स असोसिएशन (एमआयएमए) च्या अग्रगण्य उद्योग मंडळाद्वारे हा कार्यक्रम समर्थित आहे. महाराष्ट्र सरकारच्या अधिकारी, डब्ल्यूटीसी मुंबई इन्स्टिट्यूटचे वरिष्ठ अधिकारी आणि उद्योग तज्ज्ञ या कार्यक्रमाला संबोधित करतील.

World Trade Day Maharashtra Solapur Invite



Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in Solapur

Skilling MSMEs for Global Opportunities

Monday, 1st July 2019 | 3.00 pm to 8.00 pm

Venue: Conference Room, Textile Development Foundation,
Akkalkot Rd, MIDC, Solapur, Maharashtra 413006

Programme

- 3.00 PM - 3.30 PM** : Registration & Tea
- 3.30 PM - 4.00 PM** : Inaugural Session
Welcome by DIC, Solapur
Introduction to the Programme
Mr. A.O.Kuruvila, Advisor, WTC Mumbai
- 4.00 PM - 5.30 PM** : Training session on exports
Prof. A.N.Khedkar, Senior Faculty, World Trade Centre Mumbai Institute
- 5.30 PM - 5.45 PM** : Technical Break
- 5.45 PM - 6.15 PM** : DIC Initiatives for Ease of Doing Business
- 6.15 PM - 8.00 PM** : Training session on exports
Prof. A.N.Khedkar, Senior Faculty, World Trade Centre Mumbai Institute
- 8.00 PM - 8.15 PM** : Q & A and Concluding Session
- 8.15 PM onwards** : Hi-tea

For Registration, please contact

MVIRDC World Trade Centre Mumbai
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e: wti@wtcmumbai.org
Follow us on:      | wtcmumbaiindia

DIC Office, Solapur
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World Trade Center Mumbai invites MSMEs in Solapur for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session titled 'Skilling MSMEs for Global Opportunities' to train small entrepreneurs in Solapur on critical skills required for venturing into international market. The session, which is scheduled on July 1, 2019, will focus on key skills such as international marketing, quality certification, export costing and pricing.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the MVIRDC World Trade Center Mumbai's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

According to a finding by MVIRDC World Trade Center Mumbai, Solapur has untapped export potential in sectors such as textile, especially cotton terry towel and food & beverages industry. Food and beverages is the second largest industry after textile in terms of number of registered MSME units in Solapur.

Emphasising on the export potential in Solapur, **Ms. Rupa Naik, Senior Director-MVIRDC World Trade**

Center Mumbai said, "Around one third of the registered MSMEs in Solapur are engaged in food and beverage processing sector. Specifically, there is scope for fruit processing, sugar cane based products, dairy processing, mushroom cultivation etc. We can train these units to become export ready. Also, the government and private sector must come together to set up food processing infrastructure such as cold storage facility, sorting and grading facilities etc."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing auto-components, food processing, textile, pharmaceuticals and other manufacturing sectors in Solapur.

Similar sessions are also being organised in other parts of Maharashtra, such as Kolhapur, Nashik, Amravati, Palghar, Ratnagiri, Aurangabad and Jalgaon between June 13, 2019 and July 18, 2019.

District Snapshot: Solapur

Major Existing Micro & Small Enterprises and Artisan units in the district:

- Manufacturing of Textile
- Manufacturing of food Products & Beverages
- Manufacturing of Chemical & Chemical Products
- Manufacturing of other Non-Metallic Mineral Products
- Manufacturing of fabricated Metal Products except Machinery & Equipment

- Manufacturing of Rubber & Plastic Products
- Manufacturing of Furniture and related products

Major Exportable Items: Textiles

Existing Clusters of Micro & Small Enterprises: Terry Towel

Enhanced Opportunities for Solapur's MSMEs in Global Markets

MVIRDC World Trade Center Mumbai received overwhelming response from micro, small and medium enterprises (MSMEs) for its interactive session on 'Skilling MSMEs for Global Opportunities' organized in Solapur on July 1, 2019. The event was organised in partnership with Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI), which is an arm of Department of Industries, Government of Maharashtra.

The interactive session is part of the series of knowledge programmes conducted by MVIRDC World Trade Center Mumbai across Maharashtra to observe World Trade Day. World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building and seek opportunities in international trade and exports.

Mr. Arvind N. Khedkar, who is the senior faculty of World Trade Institute Mumbai, was the main speaker for the program. He explained that balance of trade (BOT), which is an indication of Forex inflow and outflow, is a major issue of our economy. "Our Balance of Payment (BOP) may be overtly comfortable (because of strong inflow of foreign capital), but BOT is an issue as our imports far exceeds exports. India's foreign trade policy aims at improving BOT at micro level of a firm so that aggregated it may help towards achieving positive BOT."

Mr. Khedkar explained key steps to be followed by an enterprise while preparing for exports. He suggested small exporters to participate in international trade fairs or post their products in e-commerce websites such as Amazon to generate export orders from abroad. The first step involved in exports is receiving



Mr. Arvind N. Khedkar conducting interactive session titled 'Skilling MSMEs for Global Opportunities' in Solapur on July 1, 2019

export enquiry from interested customers. A typical export enquiry specifies key details about the product, such as size of the quantity, price, delivery timeline, mode of delivery, packaging terms etc.

With regard to the terms of payment, Mr. Khedkar explained the difference between DP and DA. He said both these modes of payment fall under 'documentary collection' method of settling payments. Under this method, the seller uses an authorized bank as an intermediary for sending documents and receiving payments from the buyer. The seller writes a draft upon the buyer and sends it to her bank along with all the shipping documents. A draft is also known as bill of exchange, which means demand for payment. The bank, in turn, will present the shipping documents and draft to the buyer and collect payment from her according to the agreed mode of payment (DP or DA). After receiving payment from the buyer, the bank will remit the same to the seller.

Here, the role of the bank is only to serve as an intermediary and it does not guarantee payment to the seller in case the buyer fails to do so. Therefore,

there is inherent risk involved in 'documentary collection' method, as against 'Letter of Credit', where the bank guarantees payment to the exporter.

for export and developing international marketing strategies. "The training we impart is to encourage industries to export good quality products at

Key Observations of Speaker



The participants not only appreciated the need for Exports but also desired to undertake International Trade.

There are many exporters particularly in Textiles. They do not use advance Authorization schemes to get better and cheaper Inputs but assured us that they will study the policy and make use of the same.

The industry suffers from uninterrupted Energy, Water and Old technology and there is an urgent need to improve Technology using EPCG scheme for which Banks must proactively help the exporters

Mr. Arvind N. Khedkar

Senior Faculty, MVIRDC World Trade Center Mumbai

Mr. Khedkar highlighted some of free trade agreements (FTAs) signed by India with other countries and suggested aspiring exporters to utilize duty benefits under these agreements. Exporters claiming duty benefits under FTAs must obtain certificate of origin (preferential) from competent agencies validating the origin of their product from India.

Key Free Trade Agreements signed by India:

- India-Japan CEPA (signed in February 2011)
- India-South Korea CEPA (signed in August 2009)
- India-Malaysia CECA (signed in February 2011)
- India-Thailand Framework Agreement on FTA (signed in October 2003)
- India-ASEAN FTA in Goods (signed in 2009)
- India-South Asia FTA (signed in April 2004)
- India-Chile PTA (signed in March 2006)

Mr. Khedkar concluded his presentation by suggesting aspiring exporters to participate in the training programmes organised by MVIRDC World Trade Center Mumbai to learn more about the procedures

competitive prices by enhancing their competence with thorough knowledge of all aspects of international trade," he said.

Earlier in his welcome remarks, Mr. A O Kuruvila – Advisor – Trade and Education, WTC Mumbai explained the underlining objective of organizing such sessions. He also mentioned that similar sessions are planned in other key cities such as Amaravati, Jalgaon, Palghar and Ratnagiri.

He explained the role played by MVIRDC World Trade Center Mumbai in promoting international trade with various activities including training courses in foreign trade. He spoke about the objective of WTD and how it helped MSMEs in building knowledge and confidence in entrepreneurship. He also elaborated on the services offered by WTD and encouraged MSMEs to get benefit by associating with WTC. He also informed about various courses offered by WTC to skill entrepreneurs to be global.

The session involved interactive participation and Q&A on practical issues related to exports and imports.

An interested foreign buyer posts an enquiry with exporter with the following specifications:

1. Size and shape of product (if applicable)
2. Quantity Required
3. Delivery timeline
4. Sample of product (if possible)
5. Computation of Selling Price – based on CIF/C&F/C&I
 - CIF means the selling price includes cost, insurance and freight incurred in delivering the product
 - C&F means the final selling price includes cost and freight expenses
 - C&I means the final selling price includes cost and insurance expenses for delivering the product
6. Packaging requirement
7. Mode of delivery (whether through sea or air)
8. Requirement of Quality certification/Inspection certificates
9. Terms of Payment – whether through Letter of Credit/Documents against Payment (DP)/ Documents against Acceptance (DA)

The major difference between the two modes of payment was explained as follows:

Difference between DA and DP modes of payments

Documents against Payment (DP)	Documents against Acceptance (DA)
<ul style="list-style-type: none">• Under DP, the seller raises a sight draft.• A sight draft is raised when the buyer agrees to make payment immediately upon receiving the shipping documents from the seller's bank.	<ul style="list-style-type: none">• Under DA, the seller raises a time draft.• A time draft is raised when the buyer seeks time to make payment for the consignment.• In this mode, the seller's bank submits the documents to the buyer against the latter's acceptance of the draft.• Upon accepting the time draft, the buyer promises to make payment to the seller's bank at the end of 30 days, 60 days or any other period as mutually agreed with the seller.

Press Clippings - WTD Solapur

Dainik Tarun Bharat
Date:29.06.2019

Dainik Swarajya
Date:28.06.2019

Sanchar
Date:28.06.2019

कौशल्य विकासावरील चर्चासत्राचे सोमवारी आयोजन

प्रतिनिधी
सोलापूर

महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबई व जिल्हा उद्योग केंद्रातर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी प्रभावशाली चर्चासत्र १ जुलै रोजी आयोजित केले आहे.

सोलापूरमधील निर्यात क्षमतेवर जोर देताना सुश्री रुमा नाईक, सोनियर डायरेक्टर-एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबई यांनी सांगितले की, सोलापूरमध्ये नोंदणीकृत एमएसएमडीसी एक युनियन अन्न आणि पेय प्रक्रिया क्षेत्रामध्ये गुंतलेले आहेत. विशेषतः फूड प्रक्रिया, साखर व अन्वयित उत्पादने, डेअरी प्रोसेसिंग, मशरूम शेतीची संधी उपलब्ध आहे. आम्ही या युनिट्सना निर्यात तयार

सोलापूरमधील प्रशिक्षित कर्तव्ये: तसेच सरकारी आणि खासगी क्षेत्रात एकरूपतेने अन्न प्रक्रिया सुविधा जसे की बंड स्टोरेज सुविधा, सॉफ्टिंग आणि ग्रेडिंग सुविधा इत्यादी स्थापित करण्यासाठी एकत्र येणे आवश्यक आहे.

सोलापूरमधील ऑटो-कॉन्स्ट्रक्शन्स, फूड प्रोसेसिंग, टेक्सटाईल, फार्मास्युटिकल्स आणि इतर उत्पादन क्षेत्रांचे प्रतिनिधित्व करण्या एमएसएमडी युनिट्सना या सत्राचा चांगला लाभ मिळेल. १३ जून ते १८ जुलै २०१९ दरम्यान कोल्हापूर, नाशिक, अमरावती, पातण, रत्नासिरी, औरंगाबाद आणि जळगाव या शहरांतही अशा प्रकारची चर्चासत्रे आयोजित केली जात आहेत. दरम्यान, टेक्सटाईल डेव्हलपमेंट फौंडेशन कॉन्फरन्स हॉल अक्कलकोट रोड एमआयडीसी सोलापूर येथे दुपारी तीन ते रात्री आठ या वेळेत होणाऱ्या या चर्चासत्रासाठी जिल्हा उद्योग केंद्राशी संपर्क साधावा.

सोलापूरमध्ये कौशल्य विकासावरील चर्चासत्राचे सोमवारी आयोजन

सोलापूर/प्रतिनिधी

सोलापूर महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबई व जिल्हा उद्योग केंद्रातर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी चर्चासत्र आयोजित केले आहे. येत्या सोमवारी १ जुलै २०१९ रोजी होणाऱ्या या सत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किमती ठरवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल. सोलापूरमधील ऑटो-कॉन्स्ट्रक्शन्स, फूड प्रोसेसिंग, टेक्सटाईल, फार्मास्युटिकल्स आणि इतर उत्पादन क्षेत्रांचे प्रतिनिधित्व करणाऱ्या एमएसएमडी युनिट्सना या सत्राचा चांगला लाभ मिळेल. दरम्यान, टेक्सटाईल डेव्हलपमेंट फौंडेशन कॉन्फरन्स हॉल अक्कलकोट रोड एमआयडीसी सोलापूर येथे दुपारी तीन ते रात्री आठ या वेळेत होणाऱ्या या चर्चासत्रासाठी जिल्हा उद्योग केंद्राशी संपर्क साधावा, असे आवाहन करण्यात आले आहे.

कौशल्य विकासावरील चर्चासत्राचे सोमवारी आयोजन

सोलापूर : महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबई व जिल्हा उद्योग केंद्रातर्फे शहर व जिल्हातील छोट्या उद्योजकांना आंतरराष्ट्रीय बाजारात स्थान मिळवणे या उद्देशाने सोमवारी १ जुलै रोजी टेक्सटाईल डेव्हलपमेंट फौंडेशन कॉन्फरन्स हॉल अक्कलकोट रोड एमआयडीसी सोलापूर येथे दुपारी तीन ते रात्री आठ या वेळेत कौशल्य प्रशिक्षित करण्यासाठी चर्चासत्र आयोजन करण्यात आले आहे.

या सत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किमती ठरवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल. शहरात वखोद्योग, विशेषतः कापूस टेरी टॉवेल आणि अन्न व पेय उद्योगातील निर्यात क्षमतेचा विस्तार केला आहे.

नोंदणीकृत एमएसएमडी युनिट्सच्या संख्येनुसार वरून आणि पेये वखोद्योगांनंतर दुसऱ्या क्रमांकाचे सर्वात मोठे उद्योग आहेत. विशेषतः फूड प्रक्रिया, साखर गहू आधारित उत्पादने, डेअरी प्रोसेसिंग, मशरूम शेतीची संधी उपलब्ध आहे.

Tarun Bharat
Date:02.07.2019

जागातक बाजारपेठेत उत्पादकांना निर्यातीच्या संधी

वर्ल्ड ट्रेड सेंटरचे सल्लागार ए. ओ. कुरुविल्ला : सोलापुरात चर्चासत्राचे आयोजन

प्रतिनिधी
सोलापूर

जागतिक बाजारपेठेत सोलापूरच्या उत्पादकांना निर्यातीच्या चांगल्या संधी उपलब्ध करून देण्यासाठी लहान उद्योजकांना प्रशिक्षित करणे हे उद्योग केंद्राचे उद्देश्य आहे. एमएसएमडीसी वर्ल्ड ट्रेड सेंटर, मुंबईचे सल्लागार ए. ओ. कुरुविल्ला यांनी यावेळी सांगितले की, सोलापूरमध्ये नोंदणीकृत एमएसएमडीसी एक युनियन अन्न आणि पेय प्रक्रिया क्षेत्रामध्ये गुंतलेले आहेत. विशेषतः फूड प्रक्रिया, साखर व अन्वयित उत्पादने, डेअरी प्रोसेसिंग, मशरूम शेतीची संधी उपलब्ध आहे. आम्ही या युनिट्सना निर्यात तयार

सोलापूर : येथे आयोजित चर्चासत्रात मार्गदर्शन करताना सल्लागार ए. ओ. कुरुविल्ला, शेजारी टेक्सटाईलचे वेअरमन नरेश गोसकी, प्रा. अरविंद खेडकर.

आता यापैकी येथील वखोद्योगातील निरीक्षक संजय शेखारत, टेक्सटाईल संचालित शंभर उत्पादकांनी चर्चासत्रात फाउंडेशनचे संजय मधू, सिद्धेश्वर भाग पेंतला उद्योग निरीक्षक जयंत गडग, गोविंद नुरा, संजय अकेन, सादुखे यांनी आभार मानले. वैशुपीपाल अल्लू, पुरुषोत्तम उस्ता, यालेकी जिल्हा उद्योग क्षेत्राचे अमित राठी पांचायतळ उद्योगक महासंस्थापक बी. टी. यरवते, उद्योग उपनिष्ठ होते.

संस्थेच्या सोलापूरमधील कक्षावर डेरी टॉवेल
राजेश गोसकी यांनी प्रस्तावित सांगितले की, पेये येत्या २५ ते २७ सप्टेंबरअखेर आंतरराष्ट्रीय पातळीवरील क्वालिटी टॅबल प्रदर्शनाचे आयोजन केले आहे. यामध्ये देशभरातील उत्पादक सहभागी होणार आहेत. त्या अनुषंगाने येथील उत्पादकांना निर्यातीसंबंधी माहिती मिळण्यासाठी या चर्चासत्राचे वर्ल्ड ट्रेड सेंटर, मुंबईच्या सहकार्याने आयोजन केले होते.

Punynagari
Date:28.06.2019

कौशल्य विकासावरील चर्चासत्राचे सोमवारी आयोजन

सोलापूर / प्रतिनिधी

महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबई व जिल्हा उद्योग केंद्रातर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी प्रभावशाली चर्चासत्र आयोजित केले आहे. सोमवार, दि.१ जुलै रोजी होणाऱ्या या सत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किमती ठरवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल. या सत्रात महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटीआरआय) संस्थेचेही योगदान आहे. टेक्सटाईल डेव्हलपमेंट फौंडेशन कॉन्फरन्स

हॉल अक्कलकोट रोड एमआयडीसी सोलापूर येथे दुपारी तीन वाजता हे चर्चासत्र होणार आहे. देशाची निर्यात दुप्पट करण्यासाठी केंद्र आणि राज्य सरकार विविध स्तरावर कार्य करीत आहे.

राज्यात सूक्ष्म, लघु आणि मध्यम उद्योगांची (एमएसएमडी) जागतिक स्पर्धात्मकता वाढविण्यासाठी कौशल्याच्या विकासावर राज्यव्यापी जागरूकता मोहिमेचा पुढाकार घेण्यासाठी केंद्र सरकारच्या प्रमुख कार्यक्रम जागतिक व्यापार दिवस महाराष्ट्रच्या तिसऱ्या आवृत्तीचा हा कार्यक्रम आहे. सोलापूरमधील ऑटो-कॉन्स्ट्रक्शन्स, फूड प्रोसेसिंग, टेक्सटाईल, फार्मास्युटिकल्स आणि इतर उत्पादन क्षेत्रांचे प्रतिनिधित्व करणाऱ्या एमएसएमडी युनिट्सना या सत्राचा चांगला लाभ मिळेल.

Dainik Sanchar
Date:28.06.2019

कौशल्य विकासावर सोमवारी सोलापुरात चर्चासत्राचे आयोजन

संचार प्रतिनिधी

सोलापूर, दि. २८-
महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर, मुंबई व जिल्हा उद्योग केंद्रातर्फे येथील लहान उद्योजकांना आंतरराष्ट्रीय बाजारात प्रवेश करण्यासाठी आवश्यक असलेल्या कौशल्यांवर प्रशिक्षित करण्यासाठी येत्या १ जुलै रोजी टेक्सटाईल डेव्हलपमेंट फाउंडेशन कॉन्फरन्स हॉल अक्कलकोट रोड एमआयडीसी सोलापूर येथे दुपारी तीन ते रात्री आठ या वेळेत चर्चासत्राचे आयोजन केले आहे.

या सत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किमती ठरवणे यांसारख्या महत्त्वाच्या कौशल्यांचा समावेश असेल. महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटीआरआय) संस्थेचेही चर्चासत्रात योगदान असणार आहे.

देशाची निर्यात दुप्पट करण्यासाठी केंद्र आणि राज्य सरकार विविध स्तरावर कार्य करीत आहे. राज्यात सूक्ष्म, लघु आणि मध्यम उद्योगांची (एमएसएमडी) जागतिक स्पर्धात्मकता वाढविण्यासाठी कौशल्याच्या विकासावर राज्यव्यापी जागरूकता मोहिमेचा पुढाकार घेण्यासाठी केंद्र सरकारचा प्रमुख कार्यक्रम जागतिक व्यापार दिवस महाराष्ट्रच्या तिसऱ्या आवृत्तीचा हा कार्यक्रम आहे. एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईच्या संशोधनानुसार सोलापूरमध्ये वखोद्योग, विशेषतः कापूस टेरी टॉवेल आणि अन्न व पेय उद्योगातील **पान ४ खर**

World Trade Day Maharashtra Amravati Invite



WORLD TRADE DAY MAHARASHTRA in Amravati

Skilling MSMEs for Global Opportunities

Monday, 8th July 2019 | 10.00 am to 5.00 pm

Venue: Hotel Grace In, Beside Police Station, Rajapeth, Amravati

Programme

10.30 AM - 11.00 AM	: Registration
11.00 AM - 11.10 AM	: Welcome by MIDC Industrial Association
11.10 AM - 11.20 AM	: Introduction by WTC Mumbai
11.20 AM - 11.30 AM	: Session by DIC, Amravati
11.30 AM - 01.30 PM	: Training Session on Exports Prof. A.N. Khedkar, Sr. Faculty WTC Mumbai
01.30 PM - 02.15 PM	: Lunch Break
02.15 PM - 02.45 PM	: Presentation by E&Y on "Ease of doing Business"
02.45 PM - 04.45 PM	: Training Session on Exports Prof. A.N. Khedkar, Sr. Faculty WTC Mumbai
04.45 PM - 05.00 PM	: Q & A and Concluding Session

For Registration, please contact

MVIRDC World Trade Center Mumbai
t: 022 66387391 / 395
e: marketing@wtcmumbai.org
Follow us on:     | wtcmumbaiindia

MIDC Industrial Association, Amravati
Mr. Kiran Paturkar, President
t: 9422155948
e: miaamt@gmail.com

World Trade Center Mumbai invites MSMEs in Amravati for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session titled 'Skilling MSMEs for Global Opportunities' to train small entrepreneurs in Amravati on critical skills required for venturing into international market. The session, which is scheduled on July 8, 2019, will focus on key skills such as international marketing, quality certification, export costing and pricing.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the MVIRDC World Trade Center Mumbai's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

Amravati is located in the north eastern part of Maharashtra and it is gifted with scenic landscape and dense forest amidst the Satpura mountain range. The district is rich in sandstone and minor minerals such as sand, clay, gitti and murum. The district is also rich in plantation crops such as bamboo, teak and coffee. In fact, Chikhaldara taluka in Amravati is the only place in Maharashtra where coffee is grown.

According to a finding by MVIRDC World Trade Center Mumbai, Amravati has untapped export potential in food processing, textile and apparel, engineering goods etc. Some of the exportable goods from the district are cotton yarn, engineering items, de-oiled

cake orange, food grains, etc. The district is home to several power looms, hand looms, yarn mills and ginning-pressing mills because of abundant availability of cotton. Many local entrepreneurs are also involved in weaving of mats and rugs.

Emphasising on the export potential in Amravati, Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai said, "We need to develop the untapped export potential in agro-processing and engineering sector in Amravati. It is one of the leading districts in the production of cotton and oranges in Maharashtra. Amravati is home to many powerloom, handloom and yarn mills, which can be trained to cater to export orders."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing food processing, textile, auto-components, rubber, chemicals and other manufacturing sectors in Amravati.

Similar sessions are also being organised in other parts of Maharashtra, such as Kolhapur, Solapur, Nashik, Palghar, Ratnagiri, Aurangabad and Jalgaon between June 13, 2019 and July 18, 2019.

MSMEs Learn Export Strategy at World Trade Day Amravati

MVIRDC World Trade Center Mumbai received overwhelming response from micro, small and medium enterprises (MSMEs) for its interactive session on 'Skilling MSMEs for Global Opportunities' organized in Amravati on July 8, 2019. The event was organised in partnership with Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI), which is an arm of Department of Industries, Government of Maharashtra.

Mr. Arvind N. Khedkar, Senior Faculty at World Trade Institute Mumbai, conducted the session by explaining the strategy for entering into the global market, understanding the quality standards in foreign countries, procedures involved in export documentation and so on. Mr. Khedkar also explained the importance of Incoterms, which is a globally recognized set of rules for businesses engaged in international trade.

Mr. Khedkar suggested MSMEs in Amravati to take advantage of the ongoing trade tension between USA and China by exploring market opportunities in these countries. He said, "MSMEs in Amravati can explore market opportunities in textile, agriculture and processed food in China and USA. MSMEs can avail benefits of government schemes and export credit facilities offered by several financial institutions for exporting their goods to foreign markets."

The speaker also explained the various methods of payment adopted in international trade. Generally, buyers and sellers involved in international trade are strangers to each other and hence it is difficult for sellers to verify the trustworthiness of buyers. Depending on the creditworthiness of the foreign buyer, the seller may opt for any of the following methods of payments:

Methods of Payments in International Trade:

1. Cash in Advance
2. Letters of Credit
3. Documentary Collections
4. Open Account
5. Consignment

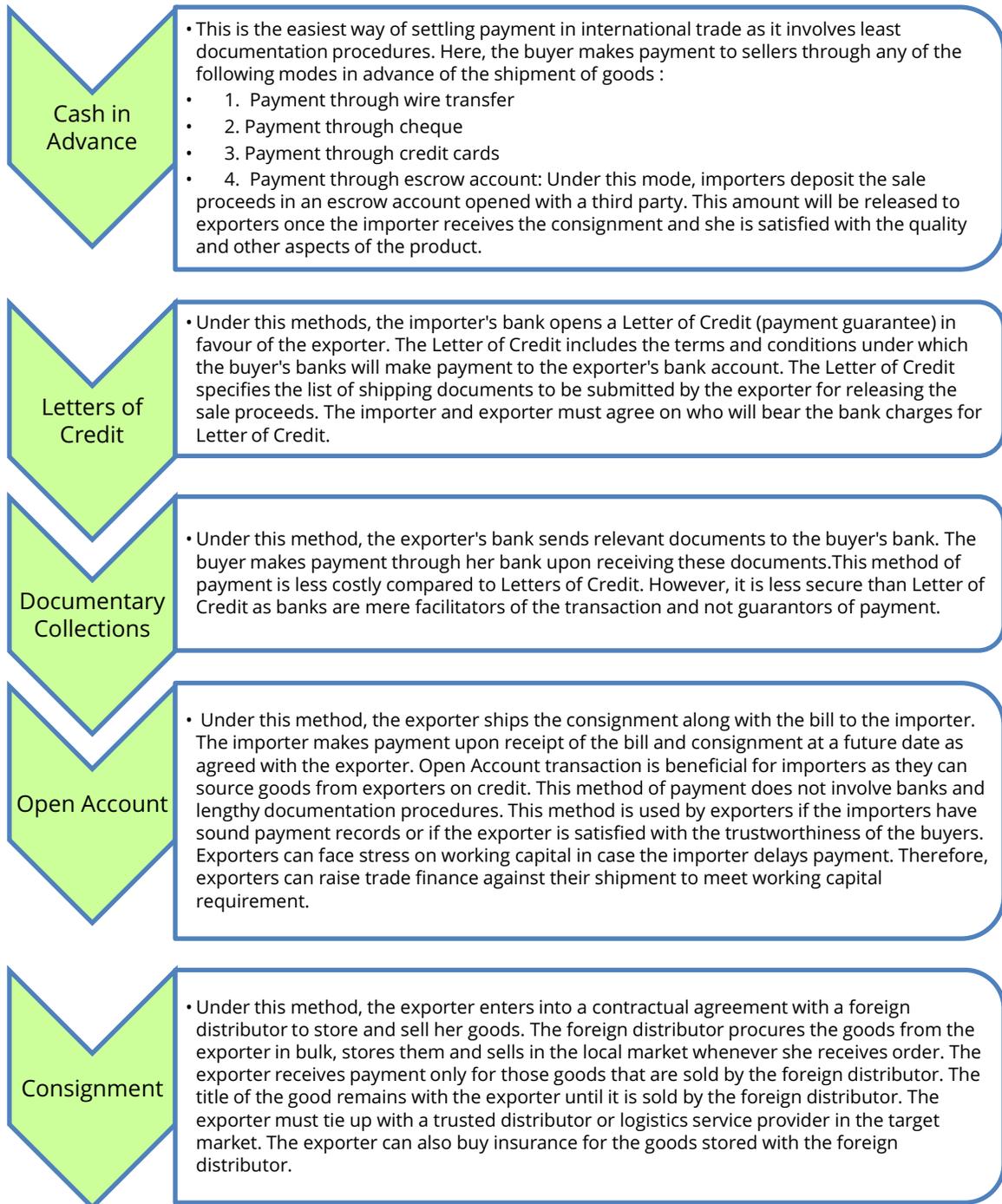
From the point of view of exporters, the least risky methods of payment are cash in advance and letters of credit. Other methods such as documentary collections, open account and consignment involve payment risk from importers.

Mr. Anil Velde, Joint Director, MVIRDC World Trade Center Mumbai delivered welcome address for the event. He explained the role of World Trade Center Mumbai in promoting international trade through trade research, trade education, trade promotion and trade facility.

At the end of the session, distinguished audience interacted with Mr. Khedkar by seeking clarification on various procedures involved in foreign trade for goods and services.

The interactive session is part of the series of knowledge programmes conducted by MVIRDC World Trade Center Mumbai across Maharashtra to observe World Trade Day. World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building and seek opportunities in international trade and exports.

Modes of Payment in International Trade - Explained



Press Clippings - WTD Amravati

Dainik Janmadhyam
Date:09.07.2019

Dainik Navbharat
Date:09.07.2019

निर्यात वाढवून देशाचे भवितव्य घडवा- अरविंद खेडकर

अमरावती/का.प्र. निर्यात वाढवून देशाचे भवितव्य घडवा असे प्रतिपादन वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांनी केले. निर्यातीवर आधारित चर्चासत्रात ते बोलत होते.

वलर्ड ट्रेड सेंटर मुंबई, जिल्हा उद्योग केंद्र व इंडस्ट्रियल असोसिएशन यांच्या संयुक्त विद्यमाने निर्यातीवर कार्यशाळेचे आयोजन करण्यात आले आहे. या कार्यशाळेचे उद्देश्य म्हणजे वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांच्याहस्ते पार पडले. पुढे बोलताना खेडकर म्हणाले की, व्यावसाय वाढविताना निर्यात महत्त्वाची आहे. निर्यात वाढवित्यास आर्थिक स्थिती वाढून देशाचे भवितव्य घडवण्यासाठी हात लागू शकतो. असे सांगून त्यांनी उद्योजकांच्या शंकांचे समाधान केले. तर वलर्ड ट्रेड सेंटरचे संयुक्त संचालक अनिल वडे यांनी वलर्ड ट्रेड सेंटर संबंधी विस्ताराने माहिती देऊन राज्य सरकारच्यावतीने उपलब्ध सुक्ष्म, लघु उद्योगांच्या आंतरराष्ट्रीय बाजारपेठेतील संधीबद्दल माहिती दिली. राज्यातील इतर शहरांमध्येही अशाप्रकारच्या कार्यशाळेचे आयोजन करण्यात येते असेही त्यांनी सांगितले. तसेच नोव्हेंबर महिन्यात माहिला उद्योजकांसाठी व स्टार्ट अप असे दोन कार्यक्रम आयोजित करण्यात येणार असल्याची माहिती त्यांनी दिली. दुपारच्या सत्रात राजप्रकाश यांनी राज्यशासन मंत्रीपोटलकरांच्या निर्यातक्षम उद्योजकांना कशाप्रकारे मदत करता येईल याबद्दल सांगितले.

याप्रसंगी इंडस्ट्री यल असोसिएशनचे अध्यक्ष किरण पातुरकर यांनी अमरावती शिवागाच्या विकासात भर टाकण्यासाठी अशा प्रकारच्या कार्यशाळा उद्योजकांना उपयुक्त ठरतील असे सांगितले. तसेच उद्योगांना ४० टक्के बांधकाम सवलतीची निर्णयात त्यांनी विरोध केला. निर्यातवाढीसाठी ५ हजार उद्योजकांना सकारात्मक दिशा देण्याचेही त्यांनी सांगितले. विभागाचे उद्योग सहाय्यता विभागाने मुफ्ततार यांनी शासनाच्या नवीन औद्योगिक धोरणाबद्दल माहिती दिली. यावेळी अर्काटल्याचे महाव्यवस्थापक निलेश निकम, उपाध्यक्ष जगदीश तिवार, चेंबर ऑफ कॉमर्सचे अध्यक्ष विनोद कदलत्री, शिवागा एमआयडीसीचे अध्यक्ष मोहनसेठ टावरी, प्रमोद चौधरकर, जयप्रकाश लठ्ठा, वलस्टॅटचे गोपाल चंदन, अरुण गोडकर, प्रणिता किडोले, टेम्सस्टॉल पार्लमपोल युनिटचे प्रतिनिधी पवन बच्चे, तसेच यवतमाळ, वारीम, बुलढाणा, अकोला येथील उद्योजक मोडुतलसंख्येने उपस्थित होते. कार्यक्रमाचे संचालन प्रकाश गावंडे यांनी तर आभार प्रदर्शन संजय बोरगे यांनी केले.

निर्यात बढाकर बनाएं राष्ट्र का भविष्य



जिल्हे के विकास का हिस्सा कम

पातुरकर ने बताया कि सभी क्षेत्रों में अमरावती के विकास का हिस्सा कम है. यह कहते हैं कि बिना इस तरह की कार्यशालाएं उपयुक्त राबित होंगी. इस समय उन्होंने उद्योगकारों को 40 प्रतिशत निर्यात करत की सखित का विशेष निम्न अमरावती विभाग के उद्योग सहाय्यताक विभागमार्फत मुंबईमर ने नई अधीनस्थ नीति 2019 के संदर्भ में मार्गदर्शन किया. कार्यक्रम में चेंबर ऑफ कॉमर्स के अध्यक्ष विनोद कदलत्री, जगदीश निखार, शिवागा एमआयडीसी के अध्यक्ष मोहन टावरी, प्रमोद चौधरकर, जयप्रकाश लठ्ठा, वलस्टॅट के गोपाल चंदन, अरुण गोडकर, प्रणिता किडोले, टेम्सस्टॉल पार्लम युनिट के प्रतिनिधि पवन बच्चे, तसेच यवतमाळ के जयप्रकाश लठ्ठा, अकोला के यथील उद्योजक मोडुतलसंख्येने उपस्थित होते. कार्यक्रमाचे संचालन प्रकाश गावंडे यांनी तर आभार प्रदर्शन संजय बोरगे यांनी केले.

खेडकर ने किया आह्वान

निर्यातवाढवून देशाचे भवितव्य घडवा असे प्रतिपादन वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांनी केले. निर्यातीवर आधारित चर्चासत्रात ते बोलत होते.

सुपररेगी आर्थिक स्थिति

उत्तरेने कहा कि विकास व्यवसाय बढ़ाना जरूरी है. उनका ही निर्यात बढ़ाना जरूरी है. इससे आर्थिक परिस्थिति तो सुधरेगी ही लेकिन देश का भविष्य भी बनना. इस समय मंच पर अमरावती इंडस्ट्रीयल एसोसिएशन के अध्यक्ष किरण पातुरकर, जिल्हा उद्योग केंद्र व इंडस्ट्रियल असोसिएशन यांच्या संयुक्त विद्यमाने निर्यातीवर कार्यशाळेचे आयोजन करण्यात आले आहे. या कार्यशाळेचे उद्देश्य म्हणजे वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांच्याहस्ते पार पडले. पुढे बोलताना खेडकर म्हणाले की, व्यावसाय वाढविताना निर्यात महत्त्वाची आहे. निर्यात वाढवित्यास आर्थिक स्थिती वाढून देशाचे भवितव्य घडवण्यासाठी हात लागू शकतो. असे सांगून त्यांनी उद्योजकांच्या शंकांचे समाधान केले. तर वलर्ड ट्रेड सेंटरचे संयुक्त संचालक अनिल वडे यांनी वलर्ड ट्रेड सेंटर संबंधी विस्ताराने माहिती देऊन राज्य सरकारच्यावतीने उपलब्ध सुक्ष्म, लघु उद्योगांच्या आंतरराष्ट्रीय बाजारपेठेतील संधीबद्दल माहिती दिली. राज्यातील इतर शहरांमध्येही अशाप्रकारच्या कार्यशाळेचे आयोजन करण्यात येते असेही त्यांनी सांगितले. तसेच नोव्हेंबर महिन्यात माहिला उद्योजकांसाठी व स्टार्ट अप असे दोन कार्यक्रम आयोजित करण्यात येणार असल्याची माहिती त्यांनी दिली. दुपारच्या सत्रात राजप्रकाश यांनी राज्यशासन मंत्रीपोटलकरांच्या निर्यातक्षम उद्योजकांना कशाप्रकारे मदत करता येईल याबद्दल सांगितले.

Dainik Matrubhoomi
Date:09.07.2019

Prtdin Akhabar
Date:09.07.2019

निर्यात वाढवून देशाच्या विकासाला गतीमान करा



वलर्ड ट्रेड सेंटरचे सल्लागार खेडकर यांचे आवाहन

विभागात कापड निर्यातीला संधी

चर्चासत्रात व्यासपीठावर बोलताना अरविंद खेडकर यांनी म्हणले की, निर्यात वाढवून देशाचे भवितव्य घडवा असे प्रतिपादन वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांनी केले. निर्यातीवर आधारित चर्चासत्रात ते बोलत होते. या कार्यशाळेचे उद्देश्य म्हणजे वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांच्याहस्ते पार पडले. पुढे बोलताना खेडकर म्हणाले की, व्यावसाय वाढविताना निर्यात महत्त्वाची आहे. निर्यात वाढवित्यास आर्थिक स्थिती वाढून देशाचे भवितव्य घडवण्यासाठी हात लागू शकतो. असे सांगून त्यांनी उद्योजकांच्या शंकांचे समाधान केले. तर वलर्ड ट्रेड सेंटरचे संयुक्त संचालक अनिल वडे यांनी वलर्ड ट्रेड सेंटर संबंधी विस्ताराने माहिती देऊन राज्य सरकारच्यावतीने उपलब्ध सुक्ष्म, लघु उद्योगांच्या आंतरराष्ट्रीय बाजारपेठेतील संधीबद्दल माहिती दिली. राज्यातील इतर शहरांमध्येही अशाप्रकारच्या कार्यशाळेचे आयोजन करण्यात येते असेही त्यांनी सांगितले. तसेच नोव्हेंबर महिन्यात माहिला उद्योजकांसाठी व स्टार्ट अप असे दोन कार्यक्रम आयोजित करण्यात येणार असल्याची माहिती त्यांनी दिली. दुपारच्या सत्रात राजप्रकाश यांनी राज्यशासन मंत्रीपोटलकरांच्या निर्यातक्षम उद्योजकांना कशाप्रकारे मदत करता येईल याबद्दल सांगितले.

Prerana Punya
Date:09.07.2019

Hindustan
Date:09.07.2019

निर्यात बढाकर देश का भविष्य बनाएं



वलर्ड ट्रेड सेंटर मुंबई तथा अमरावती चेंबर ऑफ कॉमर्स का आयोजन

अमरावती, ९ जुलै - निर्यात वाढवून देशाचे भवितव्य घडवा असे प्रतिपादन वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांनी केले. निर्यातीवर आधारित चर्चासत्रात ते बोलत होते. या कार्यशाळेचे उद्देश्य म्हणजे वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांच्याहस्ते पार पडले. पुढे बोलताना खेडकर म्हणाले की, व्यावसाय वाढविताना निर्यात महत्त्वाची आहे. निर्यात वाढवित्यास आर्थिक स्थिती वाढून देशाचे भवितव्य घडवण्यासाठी हात लागू शकतो. असे सांगून त्यांनी उद्योजकांच्या शंकांचे समाधान केले. तर वलर्ड ट्रेड सेंटरचे संयुक्त संचालक अनिल वडे यांनी वलर्ड ट्रेड सेंटर संबंधी विस्ताराने माहिती देऊन राज्य सरकारच्यावतीने उपलब्ध सुक्ष्म, लघु उद्योगांच्या आंतरराष्ट्रीय बाजारपेठेतील संधीबद्दल माहिती दिली. राज्यातील इतर शहरांमध्येही अशाप्रकारच्या कार्यशाळेचे आयोजन करण्यात येते असेही त्यांनी सांगितले. तसेच नोव्हेंबर महिन्यात माहिला उद्योजकांसाठी व स्टार्ट अप असे दोन कार्यक्रम आयोजित करण्यात येणार असल्याची माहिती त्यांनी दिली. दुपारच्या सत्रात राजप्रकाश यांनी राज्यशासन मंत्रीपोटलकरांच्या निर्यातक्षम उद्योजकांना कशाप्रकारे मदत करता येईल याबद्दल सांगितले.



निर्यात को बढावा देकर देश का भविष्य सुधारें

वलर्ड ट्रेड सेंटर के सलाहकार अरविंद खेडकर का प्रतिपादन

वलर्ड ट्रेड सेंटर मुंबई, जिल्हा उद्योग केंद्र व अमरावती इंडस्ट्रियल एसो. द्वारा एक दिवसीय सेमिनार

निर्यात वाढवून देशाचे भवितव्य घडवा असे प्रतिपादन वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांनी केले. निर्यातीवर आधारित चर्चासत्रात ते बोलत होते. या कार्यशाळेचे उद्देश्य म्हणजे वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांच्याहस्ते पार पडले. पुढे बोलताना खेडकर म्हणाले की, व्यावसाय वाढविताना निर्यात महत्त्वाची आहे. निर्यात वाढवित्यास आर्थिक स्थिती वाढून देशाचे भवितव्य घडवण्यासाठी हात लागू शकतो. असे सांगून त्यांनी उद्योजकांच्या शंकांचे समाधान केले. तर वलर्ड ट्रेड सेंटरचे संयुक्त संचालक अनिल वडे यांनी वलर्ड ट्रेड सेंटर संबंधी विस्ताराने माहिती देऊन राज्य सरकारच्यावतीने उपलब्ध सुक्ष्म, लघु उद्योगांच्या आंतरराष्ट्रीय बाजारपेठेतील संधीबद्दल माहिती दिली. राज्यातील इतर शहरांमध्येही अशाप्रकारच्या कार्यशाळेचे आयोजन करण्यात येते असेही त्यांनी सांगितले. तसेच नोव्हेंबर महिन्यात माहिला उद्योजकांसाठी व स्टार्ट अप असे दोन कार्यक्रम आयोजित करण्यात येणार असल्याची माहिती त्यांनी दिली. दुपारच्या सत्रात राजप्रकाश यांनी राज्यशासन मंत्रीपोटलकरांच्या निर्यातक्षम उद्योजकांना कशाप्रकारे मदत करता येईल याबद्दल सांगितले.

निर्यातीत वाढ करून देशाचे भवितव्य घडवा

वलर्ड ट्रेड सेंटरचे सल्लागार अरविंद खेडकर यांचे प्रतिपादन

जिल्हा उद्योग केंद्र व इंडस्ट्रियल असोसिएशन तर्फे कार्यशाळा



World Trade Day Maharashtra Jalgaon Invite



WORLD TRADE DAY MAHARASHTRA in Jalgaon

Skilling MSMEs for Global Opportunities

Wednesday, 10th July 2019 | 2.30 pm to 8.00 pm

Venue:
Hotel president, Jalgaon MIDC

Programme

2.30 pm - 3.00 pm	: Registration
3.00 pm - 3.05 pm	: Welcome by Laghu Udyog Bharti
3.05 pm - 3.10 pm	: Session by Department of Industries
3.10 pm - 3.15 pm	: Introduction by World Trade Center
3.15 pm - 5.45 pm	: Training session on exports- Prof. A.N.Khedkar, Senior Faculty, World Trade Center Mumbai Institute
5.45 pm - 6.15 pm	: Presentation on Ease of Doing Business
6.15 pm - 7.45 pm	: Training session on exports- Prof. A.N.Khedkar, Senior Faculty, World Trade Center Mumbai Institute
7.45 pm - 8.00 pm	: Q & A and Concluding Session
8.00 pm onwards	: Tea & Networking

For Registration, please contact

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World Trade Center Mumbai invites MSMEs in Jalgaon for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session titled 'Skilling MSMEs for Global Opportunities' to train small entrepreneurs in Jalgaon on critical skills required for venturing into international market. The session, which is scheduled on July 10, 2019, will focus on key skills such as international marketing, quality certification, export costing and pricing.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the MVIRDC World Trade Center Mumbai's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

Located in the north western part of Maharashtra, Jalgaon is surrounded by Satpuda mountain ranges in the north and Ajanta mountain ranges in the south. The district has industries related to agriculture inputs, cotton textile and agro-processing. Some of the agro-based industries in Jalgaon are manufacturing of irrigation pipes, bio-fertilizer, pulse milling, vegetable oil milling, among others. The district also has a large onion dehydration plant. Some of the crops grown in the district are jowar, raw cotton, banana and sugarcane. The district is not rich in natural resources and availability of minerals is limited to maron, stone, mica and clay, which are used in the construction sector.

According to a finding by MVIRDC World Trade Center Mumbai, there is scope for development export-oriented units in food processing sector, especially banana processing, guava and mango processing. The district also holds tremendous potential in value addition of cotton and manufacturing of bio-coal briquettes from agro-waste, oil mills, PVC mats and PVC pipes, among others.

Emphasising on the export potential in Jalgaon, Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai said, "We need to develop capacity of the existing food processing companies to make them export ready. We must also hold sessions on development of ancillary industries, that supply equipments and offer services to export-oriented units."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing food processing, textile, auto-components, rubber, chemicals and other manufacturing sectors in Jalgaon. Similar sessions are also being organised in other parts of Maharashtra, such as Kolhapur, Solapur, Nashik, Palghar, Ratnagiri, Aurangabad and Amravati between June 13, 2019 and July 18, 2019.

World Trade Day Jalgaon Raises Awareness on Essential Skills for Exporters

MVIRDC World Trade Center Mumbai received overwhelming response from micro, small and medium enterprises (MSMEs) for its interactive session on 'Skilling MSMEs for Global Opportunities' organized in Jalgaon on July 10, 2019. The event was organised in partnership with Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI), which is an arm of Department of Industries, Government of Maharashtra.

During the session, Mr. Arvind N. Khedkar, senior faculty of World Trade Institute Mumbai, shared useful information on procedures involved in foreign trade, potential foreign markets for Indian goods, international quality standards and other regulatory issues involved in foreign trade.

Aspiring exporters must study the prospective foreign markets for trends in demand and competitive condition. Entrepreneurs can study their target markets in the following ways:

Mr. Khedkar emphasized on the importance of compliance with international quality standards to be a successful exporter. Jalgaon has scope for



Mr. Arvind N. Khedkar, senior faculty of World Trade Institute Mumbai addressing the audience at World Trade Day Jalgaon

developing export-oriented units in banana processing, guava and mango processing. Aspiring exporters of processed food from the district must ensure compliance with Hazard Analysis Critical Control Point (HACCP) system.

Key Observations of Speaker



Jalgaon has many Small and Medium [MSME] industries in Engineering Products. Some manufacture industrial Boilers, Heating Systems and are in competition with Thermax. But again, the problem is of professionalism, Profit Centric Approach, risk aversion and Inertia to Change. If supported on logistics front and Banking Finance, Jalgaon can go miles in Export arena.

We need to conduct regular programs at these Centers highlighting Export Marketing, Financing of International Trade, In-Depth Treatise on Foreign Trade Policy and sessions on International Shipping and Logistics.

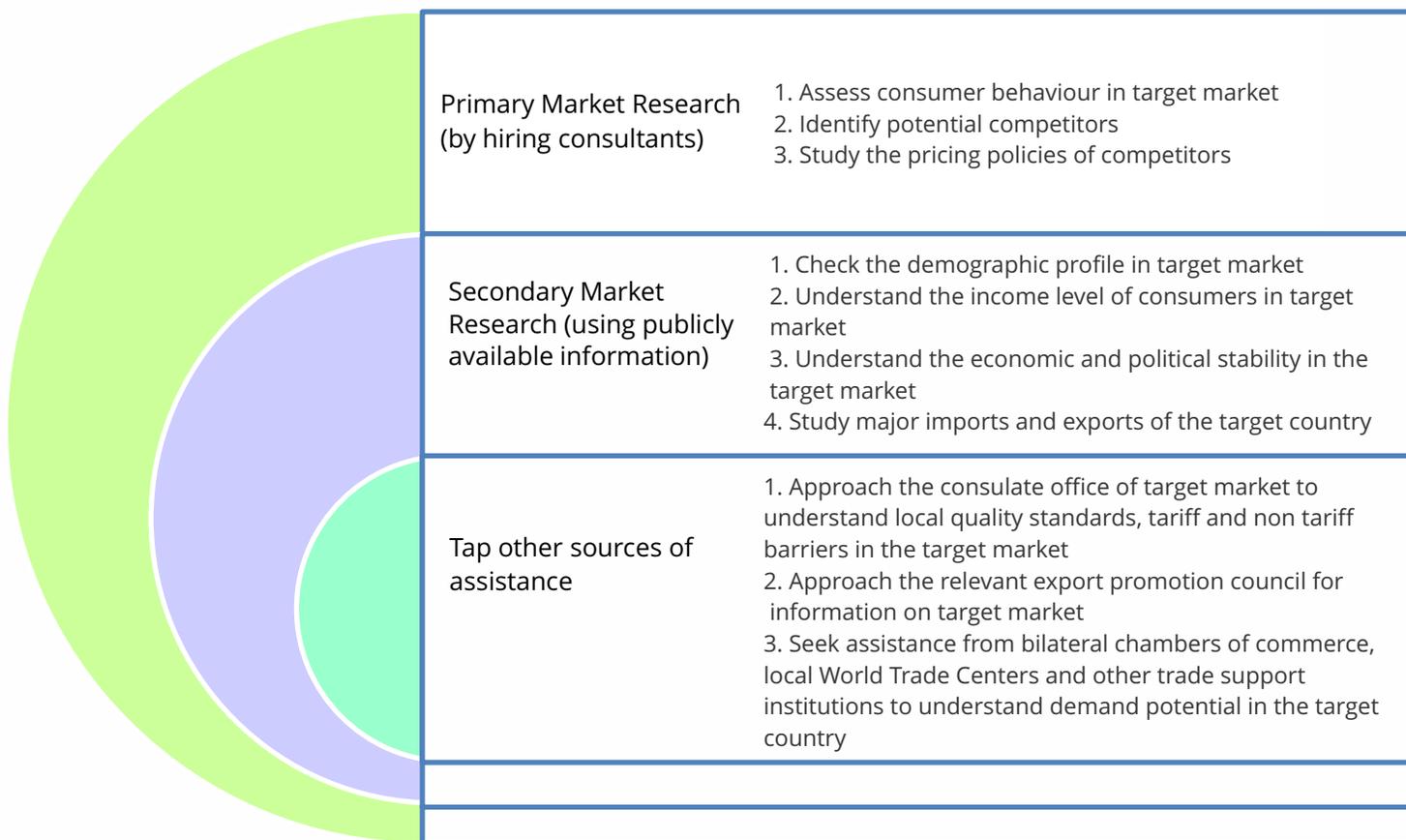
Mr. Arvind N. Khedkar

Senior Faculty, MVIRDC World Trade Center Mumbai

European Union (EU) is a potential market for processed food from India. Aspiring exporters must secure HACCP certification from India's Export Inspection Council (EIC) for shipping processed food to the EU. The food safety authority of the EU nominated

EIC to certify Indian exporters' compliance with the HACCP. For exporting to USA, aspiring entrepreneurs must submit their HACCP plan to importers, who will in turn, submit the plan to the US Food and Drug Administration for verification.

Understanding Target Markets



Mr. Khedkar suggested aspiring exporters in Jalgaon to study the quality standards of the importing countries and take steps to adhere to such standards. He also advised them to hire a reliable logistics company and avail export credit offered by banks and other financial institutions.

He also explained certain concepts relating to foreign trade, such as balance of trade (BOT), which is the difference between exports and imports of an economy.

Earlier in his welcome remarks, Mr. Anil Velde, Joint Director, MVIRDC World Trade Center Mumbai shared information about the activities of the Center and how it promotes trade through trade education, trade promotion, trade facility and trade research.

The interactive session is part of the series of knowledge programmes conducted by MVIRDC World Trade Center Mumbai across Maharashtra to observe World Trade Day. World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building and seek opportunities in international trade and exports.

At the end of the session, distinguished audience interacted with Mr. Khedkar by raising queries and clarifications on procedures involved in foreign trade.

Mr. Khedkar explained the salient features of HACCP as follows:

Traditionally, small enterprises do not maintain written records of their quality or safety procedures. Under HACCP system, exporters must maintain written manual on quality procedures. This requires change in attitude among local enterprises towards systematic record keeping and documentation.

There are seven principles of HACCP system. These principles cover identification of potential safety hazards at all stages of production, determining steps that can be controlled to eliminate or minimize hazards, establishing target or tolerance levels, scheduled testing and observation, taking corrective actions, establishing verification procedures and documenting the entire process.

Companies must train their employees on the various processes involved in the HACCP system. Companies can also hire consultants in case they do not have sufficient trained staffs.

Companies already implementing other quality management standards such as ISO 9001 may integrate HACCP with such existing standards. This will help them minimize cost by reducing internal audit and third party certification.

Compliance with HACCP system helps food processors export to countries that have adopted this standard. apart from USA and EU, countries such as Canada, Australia, UK have adopted this standard.

World Trade Day Maharashtra Tarapur Invite



Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in Tarapur

Skilling MSMEs for Global Opportunities

Thursday, 18th July 2019 | 11.00 am to 5.00 pm

Venue: TIMA Conference Hall, P-14, Recreation Centre, MIDC
 Tarapur Industrial Area, Dist. Palghar - 401506

◆ Programme ◆

- 11.00 AM - 11.30 AM** : Registration & Tea
- 11.30 AM - 12.00 PM** : Inaugural Session
 Welcome & felicitation by TIMA
 Welcome Address
Mr. D. K. Raut, President TIM
 Opening Remarks
Mr. Satish Bhambre, GM, DIC
 Introduction to the programme
Mr. A.O.Kuruvila, Advisor, WTC Mumbai
- 12 PM - 1.30 PM** : Training Session on Exports-1:
Mr. Virendra Gupte, Senior Faculty, World Trade Centre Mumbai Institute
- 1.30 PM - 2.15 PM** : Lunch Break
- 2.15 AM - 2.45 PM** : DI initiatives on Ease of Doing Business
- 2.45 PM - 3.15 PM** : Financing Options for Exports-AXIS Bank
- 3.15 PM - 4.45 PM** : Training Session on Exports-2:
Mr. Virendra Gupte, Senior Faculty, WTC Mumbai
- 4.45 PM - 5.00 PM** : Concluding Session
- 5.00 pm** : Hi tea

For Registration, please contact

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World Trade Center Mumbai invites MSMEs in Tarapur for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session titled 'Skilling MSMEs for Global Opportunities' to train small entrepreneurs in Palghar on critical skills required for venturing into international market.

The session, which is scheduled on July 17, 2019, will focus on key skills such as international marketing, quality certification, export costing and pricing.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the MVIRDC World Trade Center Mumbai's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

Palghar, which is an adjacent district of Mumbai, is home to India's first atomic power plant at Tarapur. Tarapur MIDC is one of the state's largest industrial areas. Being a coastal district, Palghar has many fishing harbor, including the state's largest fishing port Satpati.

The district has high potential for industries such as fabrication, textile auxiliaries, rubber products, machineries and food processing. However, MSMEs in the district face several challenges such as lack of access to credit at affordable interest cost, insufficient infrastructure, delayed payment from buyers, ignorance of government incentives and subsidies.

According to a finding by MVIRDC World Trade Center

Mumbai, Palghar has potential to develop export-oriented units in food processing sector, especially processing of Chickoo. Chickoo is widely grown in the Talukas of Dahanu and Palghar, where Chickoo festival is celebrated every year.

Emphasising on the export potential in Palghar, Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai said, "Palghar can develop export oriented units in fishery and select horticultural crops such as Chickoo.

Also, because of its proximity to the textile town of Bhiwandi, there is scope for setting up auxiliary units that supply equipments and services to textile units."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and industry experts.

Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing food processing, textile, auto-components, rubber, chemicals and other manufacturing sectors in Palghar.

Similar sessions are also being organised in other parts of Maharashtra, such as Kolhapur, Solapur, Nashik, Ratnagiri, Jalgaon, Aurangabad and Amravati between June 13, 2019 and July 18, 2019.

MSMEs in Tarapur Benefit from Training Session on Foreign Trade



Mr. Satish Bhamre, General Manager, District Industries Center Palghar addressing World Trade Day Maharashtra in Tarapur. Also seen on the dais are (from left to right) Mr. Virendra Gupte, Sr. Faculty, MVIRDC World Trade Center Mumbai, Mr. D.K. Raut, President, Tarapur Industrial Manufacturer Association (TIMA), Mr. A.O. Kuruvila, Advisor, Trade & Education, MVIRDC World Trade Center Mumbai

Micro, small and medium enterprises (MSMEs) turned in large number for an interactive training session on 'Skillling MSMEs for Global Opportunities', which was held at Tarapur on July 18, 2019.

The session was organised by MVIRDC World Trade Center Mumbai in partnership with Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI), which is an arm of Department of Industries, Government of Maharashtra. The event was also supported by Tarapur Industrial Manufacturer Association (TIMA).

Speaking on this occasion, Mr. Satish Bhamre, General Manager, District Industries Center Palghar gave an overview of the initiatives taken by Government of Maharashtra to support MSMEs in the state.

He suggested the industry in the district to take advantage of various schemes of the government under Industrial Policy 2019 and also under the cluster development programme of the state government.

Conducting the training session at the event, Mr. Virendra S Gupte, Senior Faculty, MVIRDC World Trade Center Mumbai shared details about the key factors to be considered while engaging in international trade.

He said, "Exporters must study the potential markets for their goods and services, understand the local quality standards in the importing countries and adhere to the packaging and labeling requirements of those countries."

He highlighted the initial steps to be taken by an aspiring exporter, whether it is a sole proprietor/partnership firm/public limited company, for engaging in international trade.

He mentioned that an aspiring exporter must open an account with a bank authorized to deal in foreign exchange, apply for Importer-Exporter Code (IEC) and obtain Registration Cum Membership Certificate (RCMC), among others.

Mr. Gupte suggested exporters to participate in international trade fairs and buyer seller meets

Key Observations of Speaker



Local organizers unable to mobilize participation of target audience due to weak promotion, hence lukewarm response. Although key areas of International business and processes were covered – market entry, market research, Incoterms, product selection, etc the audience was passive.

Considering the interest level, organizers will have to do “hard sell” for ensuring participation in future so that there is a benefit of such workshop for many entities in Tarapur Industrial Zone.

Mr. Virendra S Gupte

Senior Faculty, MVIRDC World Trade Center Mumbai

organised by export promotion councils or chambers of commerce to identify their potential foreign customers. Entrepreneurs are allowed to carry their products or goods (which do not fall under the restricted items) for display or exhibits in international trade shows or fairs for a period of six months without authorization on submission of a bond or security to customs or ATA Carnet.

E-commerce

Mr. Gupte suggested small exporters to explore sale of goods through e-commerce. Government of India allows export of goods through courier or notified foreign post offices using e-commerce.

List of Documents to be Submitted for Export by Post:

1. Bank Certificate of Export and Realisation
2. Relevant postal receipt
3. Invoice duly attested by Customs Authorities

However, exporters can avail benefits of Merchandise Export from India Scheme (MEIS) in respect of e-commerce exports upto an FOB (free on board) value of Rs 5 lakh per consignment.

Export Finance and Insurance

Mr. Gupte also explained the concepts of tariff and non tariff barriers in international trade and explained how exporters must consider these factors while choosing the potential markets for their products.

Mr. Gupte elaborated the schemes available for exporters under India's foreign trade policy (FTP) and suggested aspiring and existing exporters to avail the benefits of these schemes.

He concluded the session by highlighting the current developments in international trade, especially the ongoing trade tension between USA and China, the ongoing negotiation of mega trade deals such as the RCEP and how these events will shape the future trading patterns.

Earlier in his welcome remarks, **Mr. A O Kuruvila – Advisor – Trade and Education, WTC Mumbai** introduced MVIRDC World Trade Center Mumbai and its mission of promoting prosperity through trade.

He also explained the concept World Trade Day and said, “This is the third edition of World Trade Day being organised by MVIRDC World Trade Center across various districts of Maharashtra. World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.”

Mr. Kuruvila also informed about the various courses conducted by World Trade Institute, which is a unit of MVIRDC World Trade Center Mumbai, and invited MSMEs and aspiring exporters to enroll for such courses.

The interactive session ended with a highly engaging question and answer session between the audience and distinguished speakers.

Export Finance: He suggested exporters to avail of pre-shipment and post-shipment finance offered by commercial banks at concessional interest rates for a period of 180 days. Entrepreneurs who received export order can raise pre-shipment finance upto 90% of the order value to meet production and shipping expenses. Exporters can also raise post-shipment credit upto 90% of the invoice value.

Export Insurance: International sales involve risk of default by buyers, loss of goods during transit and country risks. It is advisable that exporters cover these risks by taking insurance from ECGC. Under CIF contract, the exporter bears the cost of insurance, while under FOB and C&F contracts, the buyer assumes the cost of insurance.

Essential Steps to Become an Exporter

Open Bank Account

An aspiring exporter must open an account with a bank authorized by RBI to deal in foreign exchange

Importer-Exporter Code (IEC)

An aspiring exporter must apply for an Importer-Exporter Code (IEC) with DGFT. Online application can be filed with the DGFT by paying applicable fee.

RCMC

An aspiring exporter must apply for Registration cum Membership Certificate (RCMC) with the relevant Export Promotion Council (EPC) or Commodity Boards. RCMC can also be obtained from Federation of Indian Export Organisations (FIEO). Exporters without RCMC are not eligible to government benefits or incentives under Foreign Trade Policy (2015-20).

World Trade Day Maharashtra Ratnagiri Invite



WORLD TRADE DAY MAHARASHTRA in Ratnagiri

Skilling MSMEs for Global Opportunities

Thursday, 18th July 2019 | 11.00 am to 5.30 pm

Venue:

Conference Room, Lions Club Ratnagiri, C/o Lions Eye Hospital, Mirzole MIDC Area, Ratnagiri

Programme

- 10.30 am - 11.00 am : Registration
- 11.00 am - 11.05 am : Welcome by Lions Club Ratnagiri
- 11.05 am - 11.10 am : Introduction by World Trade Center
- 11.10 am - 11.25 am : Session by Department of Industries
- 11.25 am - 11.45 am : Session by Sakal on Skill building and Group farming
- 11.45 am - 12.05 pm : Dr. T. R. Gibinkumar, Deputy Director, MPEDA
- 12.05 pm - 1.30 pm : Training session on exports- Mr. Eknath Birari, Senior Faculty, World Trade Center Mumbai Institute
- 1.30 pm - 2.15 pm : Lunch Break
- 2.15 pm - 2.35 pm : Infrastructure facilities for export of Mango
Dr Bhaskar Patil/ Milind Joshi MSAMB
- 2.35 pm - 5.05 pm : Training session on exports- Mr. Eknath Birari, Senior Faculty, World Trade Center Mumbai Institute
- 5.05 pm - 5.25 pm : Q & A and Concluding Session

For Registration, please contact

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World Trade Center Mumbai invites MSMEs in Ratnagiri for Skill Development Session

MVIRDC World Trade Center Mumbai, in association with Government of Maharashtra, is organising a highly impactful knowledge session titled 'Skilling MSMEs for Global Opportunities' to train small entrepreneurs in Ratnagiri on critical skills required for venturing into international market. The session, which is scheduled on July 18, 2019, will focus on key skills such as international marketing, quality certification, export costing and pricing. The programme is organized in association with District Industries Center (DIC) Ratnagiri and Lions Club Ratnagiri.

Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI) is the partnering agency for this session. The event gains significance at a time when Government of India and Government of Maharashtra are taking various steps to double India's exports in the coming years.

The programme is part of the third edition of the MVIRDC World Trade Center Mumbai's flagship event World Trade Day Maharashtra to spearhead a state-wide awareness campaign on skill development to enhance the global competitiveness of micro, small and medium enterprises (MSMEs) in the state.

According to a finding by MVIRDC World Trade Center Mumbai, there is scope for development export-oriented units in horticulture sector considering its topography. There is also untapped potential in sectors such as fishery and fish paste, considering its proximity to sea.

Emphasising on the export potential in Ratnagiri, **Ms. Rupa Naik, Senior Director-MVIRDC World Trade Center Mumbai** said, "Ratnagiri is rightly called 'Horticulture District' of Maharashtra given its abundant cultivation of mangoes, arecanut, cashew nut and coconut. The state government aims to develop it into an agri export zone. We need to train the food processing industry on identifying potential foreign markets, international marketing standards and guide them on availing institutional credit."

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth.

The programme will be addressed by officials from Government of Maharashtra, senior faculties of WTC Mumbai Institute and MPEDA, MSAMB and Other. Distinguished speakers will highlight emerging opportunities in international trade, importance of international marketing strategies, adoption of global quality standards, foreign trade policy, export costing and pricing, among others.

The session will benefit MSME units representing food processing, Marine Products, Chemicals and other allied Industries in Ratnagiri district.

Similar sessions are also being organised in other parts of Maharashtra, such as Kolhapur, Solapur, Nashik, Palghar, Jalgaon, Aurangabad and Amravati between June 13, 2019 and July 18, 2019.

District Snapshot: Ratnagiri:

Major Exportable Items: Mangoes & its processed products, Fish & Fishery Products, Fish Paste, Food & Beverages, Agricultural Products, PVC Resin, etc.

Growth Trend: Agro based, Food & Beverages, Fishing Industry, Salt Industry are growing with growth in service sector

Major Export Items in Medium Enterprises: Mangoes & its processed products, Fish & Fishery Products, Food & Beverages, Agricultural Products, PVC Resin, Piping Systems, Diethyl Oxalate, Files & Twist Drills, etc.

Existing Clusters of Micro & Small Enterprises: Manufacturing Sector: Mango Processing

Experts Discuss Potential for Marine and Agro-Product Exports from Ratnagiri

MVIRDC World Trade Center Mumbai conducted an interactive training session on 'Skilling MSMEs for Global Opportunities' with special focus on export potential in marine and agriculture products at Ratnagiri on July 18, 2019.

The session was conducted in partnership with Maharashtra Industry, Trade and Investment Facilitation Cell (MAITRI), which is an arm of Department of Industries, Government of Maharashtra. The event was also supported by Lions Club - Ratnagiri, Maharashtra State Agricultural Marketing Board (MSAMB) and Marine Products Export Development Authority (MPEDA).

Speaking on this occasion, **Mr. S.R. Kolte, General Manager, District Industries Center - Ratnagiri** mentioned the initiatives of Government of Maharashtra and the central government to promote marine and farm exports from the state. Specifically, he highlighted schemes focused on training youths in fishing, setting up of fish seed centers, providing infrastructure facilities in fish landing centers, development of fisheries co-operative societies, establishing fish farmers development agency, among others.

Mr. Kolte further inform that in the financial year 2018-19, Maharashtra is estimated to have exported fish products worth Rs. 5043 crore, compared to Rs. 4312 crore in 2016-17.

The session was also addressed by **Dr. T.R. Gibinkumar, Deputy Director, Marine Products Export Development Authority (MPEDA)**. Dr. Gibinkumar suggested fish exporters to become members of MPEDA and benefit from the support provided by the authority. He highlighted some of the quality aspects relevant for export of fish and other sea food products to foreign markets.

Speaking on this occasion, **Mr. Milind Joshi, General**

Manager, Maharashtra State Agricultural Marketing Board (MSAMB) pointed to the untapped potential of Ratnagiri in export of farm products, especially export of processed fruits, beverages and coir products. He emphasized farmers to focus on value addition and avail of the various schemes of Government of India and Government of Maharashtra for food processing units.

Essential Factors to be Considered for Export of Marine Products:

- Validation of Catch Certificate: Exporters of sea food to European Union must get their catch certificate validated from MPEDA to certify that they do not indulge in Illegal, Unreported and Unregulated (IUU) fishing activities.
- Quality Testing: Exporters of sea food must get their products tested and certified by MPEDA from its network of laboratories across the country. Quality certification from MPEDA is necessary for export to EU countries to ensure that the sea food products do not contain harmful chemicals, bacterial contamination or presence of heavy materials.

During the event, **Mr. Eknath Birari - Senior Faculty, WTC Mumbai Trade Institute** conducted an interactive session on procedures involved in exports. Mr. Birari explained various procedures involved in foreign trade, right from securing Import Export Code (IEC), to accessing pre-shipment and post-shipment finance and availing benefits of various export promotion schemes by Government of India.

Mr. Birari also explained the Incoterms (short for International Commercial Terms), which is a globally accepted standard of contract that specifies the

obligations of importers and exporters. The terms of international sales contract are complex as buyers and sellers need to agree on who will bear freight, insurance and tariff costs.

In order to facilitate traders to draft unambiguous sales contract, International Chamber of Commerce (ICC) has been publishing Incoterms since 1936 with periodic updation. The latest edition of this standard, Incoterms 2010, came into effect from 2011 and ICC is expected to launch Incoterms 2020 in September 2019.

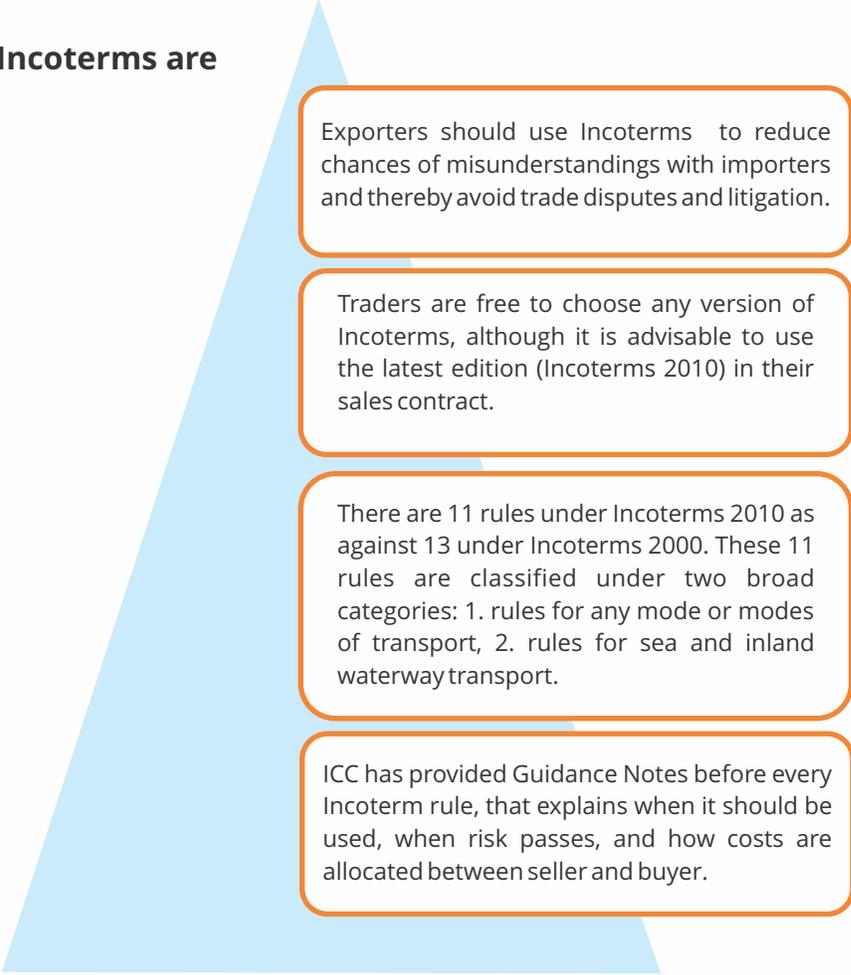
Incoterms also offer useful guidance for traders on filing a purchase order, packaging and labelling a shipment for freight transport, or preparing a certificate of origin at a port.

Some of the salient features of Incoterms are explained below:

Export Documentation

Mr. Birari suggested exporters to comply with the documentation requirement for exports to ensure that the goods are cleared by the customs and the buyer makes payment on time. He advised exporters to hire freight forwarders who are familiar with the documentation procedures for different countries and different products of exports.

Exporters need to be familiar with three mandatory documents for shipment of goods; these are: 1. Bill of Lading or Airway Bill, 2. Commercial Invoice cum Packing List and 3. Shipping Bill or Bill of Export. However, depending on the rules in the exporting country and the nature of the product, additional documents may be required for shipments. For instance, manufacturers of the product may have to arrange for certificate of origin (from a chamber of



Exporters should use Incoterms to reduce chances of misunderstandings with importers and thereby avoid trade disputes and litigation.

Traders are free to choose any version of Incoterms, although it is advisable to use the latest edition (Incoterms 2010) in their sales contract.

There are 11 rules under Incoterms 2010 as against 13 under Incoterms 2000. These 11 rules are classified under two broad categories: 1. rules for any mode or modes of transport, 2. rules for sea and inland waterway transport.

ICC has provided Guidance Notes before every Incoterm rule, that explains when it should be used, when risk passes, and how costs are allocated between seller and buyer.

commerce or export promotion council), to attest that the product is produced within the country. In case the exporter ships goods to a country with which India has signed free trade agreement, the exporter needs to obtain a preferential certificate of origin to obtain tariff benefits under the agreement. Exporters must also secure inspection certificate for plant, food, animal products and other goods as may be required in the importing country.

Mr. Birari concluded his session by highlighting the relevance of quality standards, packaging and labeling norms, tariff and non tariff barriers involved in international trade of goods and services.

Earlier in his welcome remarks, Mr. Anil Velde, Joint Director, MVIRDC World Trade Center Mumbai shared information about the Center and its role in promoting exports from Maharashtra. He said the Center is a preferred choice

for MSMEs to facilitate their access to global markets. Mr. Velde suggested MSMEs in Ratnagiri to participate and benefit from the various trade promotion and trade education activities of World Trade Center Mumbai.

The interactive session ended with a highly engaging question and answer session between the audience and distinguished speakers.

The event was also addressed by senior functionaries from Lions Club – Ratnagiri, JSW Jaigarh Port and global professional services firm Ernst & Young.

Key Documents Required for Exports:

1. Bill of lading/Airway Bill
2. Commercial invoice cum Packing List
3. Shipping Bill/Bill of Export
4. Consular invoice (if required in the importing country)
5. Preferential/Non-Preferential Certificate of origin
6. Inspection certification



Mr. Anil Velde – Joint Director, Trade Promotion and Marketing, MVIRDC World Trade Center Mumbai addressing World Trade Day Maharashtra in Ratnagiri. Also seen on the dais are (from left to right) Mr. Ravi Limaye, Secretary, Lions Club - Ratnagiri, Ms. Kriti Aggarwal, Senior Consultant, Ernst & Young, Dr. T.R. Gibinkumar, Deputy Director, Marine Products Export Development Authority (MPEDA), Capt. Ravi Chandar, Head, JSW Jaigarh Port, Mr. Deepak Salvi, President, Lions Club – Ratnagiri, Mr. S.R. Kolte, General Manager, District Industries Center – Ratnagiri, Mr. Eknath Birari – Senior Faculty, WTC Mumbai Trade Institute

Tarun Bharat
Date:19.07.2019

वर्ल्ड ट्रेड सेंटर, लायन्स क्लबचा उद्योजकांसाठी अभ्यासवर्ग

प्रतिनिधी

रत्नागिरी

वर्ल्ड ट्रेड सेंटर मुंबई, लायन्स क्लब रत्नागिरी आणि शासनाच्या मैत्री पोर्टल यांनी संयुक्तरीत्या आंतरराष्ट्रीय व्यापारातील संधी, शासनाचे नवे धोरण या विषयाने गुरुवारी मार्गदर्शन अभ्यास वर्गचे आयोजन केले होते. कोकणातील उद्योजकांनी या अभ्यासवर्गाचा सामोरा घेतला. एम.आय.डी.सी. येथील लायन्स आय. हॉस्पिटल येथे झालेल्या या शिबिरामध्ये जागतिक स्तरावरील तज्ज्ञांनी मार्गदर्शन केले. कोकणातील निर्यातदार, महिला उद्योजक, मुसूण तसेच लघु उद्योजक, नवउद्योजक यांना आंतरराष्ट्रीय व्यापारातील संधी, कौशल्यविकास हा या अभ्यासवर्गाचा प्रमुख उद्देश होता. अभ्यास वर्गातला वर्ल्ड ट्रेड सेंटर मुंबईचे संयुक्त संचालक अनिल केन्दे, बरिष्ठ प्रशिक्षक एकनाथ



रत्नागिरी : मार्गदर्शन करताना वर्ल्ड ट्रेड सेंटरचे अनिल केन्दे सोबत राजीव तिमये, किर्ती अगरवाल, गिबीनकुमार, कॅ. रवी चंदेर, दीपक साळवी, एम्. पी. कोलते, एकनाथ बिरारी आदी.

बिरारी, समुद्री उत्पाद निर्यात विकास प्राधिकरणचे उपसंचालक डॉ.टी.आर. गिबीन कुमार, जिल्हा उद्योग केंद्र गडचिरोलीचे सचिवसचयक एम्.पी.कोलते, लायन्स क्लब रत्नागिरीचे अध्यक्ष दीपक साळवी, सचिव राजीव तिमये, मैत्री पोर्टलच्या किर्ती अगरवाल, जेएसडब्ल्यूचे युनिट हेड कॅ.रवी चंदेर, राज्य पणन मंडळाचे निर्यात जोशी उपस्थित होते. जिल्हा उद्योग केंद्राचे एम्.पी.कोलते यांनी

उद्योजकांना निर्यातीदार म्हणून सधम बनवण्यासाठी शासनाचे धोरण आणि भविष्यकालिन योजनांबाबत माहिती दिली. अनिल केन्दे यांनी वर्ल्ड ट्रेड सेंटरच्या कार्यवाही माहिती दिली. कॅ.रवी चंदेर यांनी निर्यातसुद्धा उद्योजकांसाठी जेएसडब्ल्यू सदैव पाठिंबी राहिल अशी खात्री दिली. अभ्यासवर्गातील तंत्रिक सज्जात डॉ.टी.आर. गिबीन कुमार यांनी समुद्री उत्पाद

प्राधिकरणाच्या कार्यवाही माहिती दिली. भारतीय मान्योद्योगाचे परिदृश्य, मान्योद्योगाचा निर्यातीतील बाजारपेठेमध्ये हिंसा यांची सांख्यिकीय माहिती दिली. तसेच एम्पेडामपील संशोधन व विकास कार्यक्रमावर प्रकाशझोत टाकला. किर्ती अगरवाल यांनी शासनाच्या मैत्री ऑनलाईन पोर्टलद्वारे सहजसाध्य नोंदणी व इतर कागदपत्र पूर्तताची माहिती दिली. बरिष्ठ प्रशिक्षक एकनाथ बिरारी यांनी निर्यात म्हणजे काय? निर्यातीसाठी आवश्यक गोष्टी, कागदपत्रांची पूर्तता, निर्यात व्यापारात धोऱ्यापत्ती कळवडी, निर्माण होणारे प्रश्न व त्यावरील उपाय अशा विषयांवर मार्गदर्शन केले. लायन्स क्लबचे सचिव राजीव तिमये यांनी आभार प्रदर्शन केले. रत्नागिरी जिल्ह्यात वर्ल्ड ट्रेड सेंटरच्या तज्ज्ञांनी मार्गदर्शन केलेला हा पहिलाच अभ्यास वर्ग होता.

Dainik Sagar
Date:18.07.2019

'लायन्स'तर्फे उद्या कौशल्य विकास चर्चासत्र

रत्नागिरी : महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईतर्फे जिल्हा उद्योग केंद्र (डीआयसी) रत्नागिरी आणि लायन्स क्लब रत्नागिरी यांच्या सहकार्याने रत्नागिरीतील लहान उद्योजकांसाठी कौशल्य विकास चर्चासत्राचे आयोजन करण्यात आले आहे. मिरजोळे एमआयडीसी, लायन्स क्लब येथे १८ जुलै रोजी स. ११ ते सायं.५.३० या वेळेत हे चर्चासत्र होणार आहे. या चर्चासत्रात आंतरराष्ट्रीय विपणन, गुणवत्ता प्रमाणन, निर्यात खर्च आणि विद्यमान व इच्छुक निर्यातदारांसाठी किंमती ठरवणे यांसारख्या कौशल्यांचा समावेश असणार असल्याचे आयोजकांकडून कळवण्यात आले आहे. या सत्रात महाराष्ट्र उद्योग, व्यापार आणि गुंतवणूक सुविधा कक्ष (एमएआयटीआरआय) संस्थेचेही योगदान आहे.

Punyanagari
Date:22.07.2019

'लायन्स'तर्फे आज कौशल्य विकास चर्चासत्र

रत्नागिरी / वार्ताहर : महाराष्ट्र सरकारच्या सहकार्याने एमव्हीआयआरडीसी वर्ल्ड ट्रेड सेंटर मुंबईतर्फे जिल्हा उद्योग केंद्र (डीआयसी) आणि लायन्स क्लब रत्नागिरी यांच्या सहकार्याने रत्नागिरीतील लहान उद्योजकांसाठी कौशल्य विकास चर्चासत्राचे आयोजन करण्यात आले आहे. हे चर्चा सत्र मिरजोळी एमआयडीसी, लायन्स क्लब येथे गुरुवार, दि. १८ रोजी स. ११ ते सायं. ५.३० या वेळेत होणार आहे.

World Trade Center Bhubaneswar Observes World Trade Day

His Excellency Prof. Ganeshi Lal, Governor of Odisha inaugurated World Trade Day, which was organised by World Trade Center Bhubaneswar at Hotel Swosti Premium, Bhubaneswar. The event also featured Annual Members Meet of the Center.

Addressing the event, His Excellency Prof. Ganeshi Lal suggested industry to expand their business in world market by making optimum use of the unparalleled global network of WTC in more than 90 countries.

The event focused on unleashing the export potential of Odisha. His Excellency Prof. Ganeshi Lal spoke highly of Odisha's culture, tradition and brotherhood. He stressed on the development of villages and urged corporate leaders to advance the villages' access to global market as the objective to pursue for inclusive development. Prof. Lal suggested WTC Bhubaneswar and its members to work in this direction especially in collaboration with central and state government sponsored schemes.

Captain Somesh Batra, Chairman, World Trade Center Bhubaneswar and Vice Chairman, MVIRDC World Trade Center Mumbai delivered the welcome address where he acknowledged the achievements of WTC Bhubaneswar and assured continued endeavours by the Center to bring Odisha's best to the world and bring the best of the world to Odisha.

Captain Dibya Shankar Mishra, Hon'ble Minister of Energy, Industries, MSME, Government of Odisha spoke highly of the capacity of Industry and MSME to transform the economy and how he strongly feels the need for a full-fledged office for WTC Bhubaneswar.

Dr. Nitin Jawale, IAS, Managing Director, Industrial Promotion & Investment Corporation of Odisha (IPICOL), Government of Odisha stressed on the need for rapid economic development in eastern parts of India and how it can hugely contribute to the Prime Minister's target of making India a 5 trillion dollar economy.

As part of the event, WTC Bhubaneswar felicitated member companies in different categories for their outstanding performance in international trade and facilitation.



His Excellency Prof. Ganeshi Lal, Governor of Odisha (2nd from left) lighting the ceremonial lamp at World Trade Day. Also seen in the photograph are (from left to right): Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai, Captain Somesh Batra, Chairman, World Trade Center Bhubaneswar, Captain Dibya Shankar Mishra, Hon'ble Minister of Energy, Industries, MSME, Government of Odisha

The event also featured signing of two MoUs by WTC Bhubaneswar with Industry partners such as Hotel and Restaurant Association of Odisha (HRAO) and Batoi Systems Pvt Ltd. On this occasion, WTC Bhubaneswar revamped its sectoral Think Tanks, which were designed last year, by adding new conveners, co-conveners and members.

Leaders from different think tanks at WTC

Bhubaneswar namely Shri. J.K. Mohanty, Convener, Tourism Think Tank, Shri. Ashwini Rath, Convener, Start-up, Innovation & Technology Think Tank, Shri. Mahendra Gupta, Convener, Smart City & Infrastructure Think Tank, Shri. Pradipta Mohanty, Convener, Agriculture & Food Processing Think Tank and Ms. Sanghamitra Jena, Convener, Women Forum presented their detailed account of activities and shared their plan for near future.

Press Clippings - WTD Bhubaneswar

WTCB holds World Trade Day

Business leaders discuss trade plan

PNS ■ BHUBANESWAR

The World Trade Centre, Bhubaneswar (WTCB) observed the World Trade Day on June 22 which was inaugurated by Governor Prof Ganeshi Lal.

The thematic focus was on the international trade to unravel the challenges and opportunities for India and Odisha.

Addressing a gathering, Dr Lal said that, "With food we can take control of any country of the world, be it USA or China or any other one."

MSME Minister Captain Ditya Sankar Mishra said, "We are committed for business friendly and small business friendly environment. We have single window clearance system."

Chairman, World Trade Centre Bhubaneswar and Vice Chairman, World Trade Centre Mumbai Capt Somesh Batra, delivered the welcome address. Managing Director, Industrial Promotion and Investment Corporation of Odisha, Dr Nitin Jawale, Additional Chief Secretary, Department of MSMEs, Government of Odisha LN Gupta and Senior Director, World Trade Centre Mumbai and Director, World Trade Centre Bhubaneswar Rupak Naik addressed the members and delegates.

Awards were presented to members of WTCB who are doing inspiring work in trade promotion and facilitation. WTCB signed three MoUs with industry partners.

Leaders from different think tanks at WTCB like JK Mohanty, Convener, Tourism Think Tank, Ashwini Rath, Convener, Start-up, Innovation and Technology Think Tank, Mahendra

Gupta, Convener, Smart City and Infrastructure, Think Tank, Pradipta Mohanty, Convener, Agriculture and Food Processing Think Tank, and Sanghamitra Jena, Convener, Women Forum, presented their detailed account of activities and shared their plan for near future.

Assistant Director of WTCB Nimeshika Natarajan presented the annual report and encouraged a discussion among think tanks and members to suggest activities in the forthcoming year of 2019-20.



World Trade Centre Bhubaneswar Observes World Trade Day & Annual Members Meet 2019

World Trade Centre Bhubaneswar (WTCB) observed World Trade Day on June 22, 2019 at the Hotel Swosti Premium. Odisha Governor Dr. Ganeshi Lal inaugurated the trade day celebration and exhorted to the group and members to make the optimum utilization of the WTC's global network present in more than 100 countries and create win-win situations between the producers, consumers and facilitators. The thematic focus was on International Trade to unravel the challenges and opportunities for India and Odisha.

एसएचजि द्वारा उत्पादित सामग्री को विश्व बाजार में उपलब्ध कराओ : राज्यपाल

पुवनेश्वर : ओडिशा का स्वयं सहायक गौष्ठि (एसएचजि) द्वारा उत्पादित सामग्री को विश्व बाजार में उपलब्ध कराओ। प्रमुख अंतर्राष्ट्रीय बाजारों में उनका उत्पाद प्रदर्शन कराओ। पुरे विश्व में ओडिशा एसएचजि द्वारा प्रस्तुत सामान लोकप्रिय हो पाएंगे। राज्यपाल प्रो. गणेशी लाल ने इस वारेमें विश्व बाणिज्य संगठन को येसे अनुरोध किया है। डब्लुटिओ धवनेश्वर सेंटर कि ओर से-जून २२ को विश्व बाणिज्य दिवस पालन किया गया। इस कार्यक्रम में मुख्य अतिथी के रूप में राज्यपाल ने यागदान करके कहा है, ओडिशा अपने खाद्य सामग्री के बल पर विश्व में हर एक राष्ट्र में ब्यवसाय फैलाने का क्षमता रखता है। परन्तु इसके लिए ओडिशा सामग्री को विश्व बाजार में प्रदर्शन कराने का मौका मिलना चाहिए। प्रफेसर गणेशी लाल ने कहा है, किसि भि शिल्प के लिए एक भिजन और नीति रहेना आवश्यक है। ओडिशा बसिओ ने विश्व को बाजार नेहि , परिवार मानते है। इसलिये चिन और आमेरिका जैसे बाजारों में ओडिशा एसएचजि का सामग्री प्रदर्शित कीजिए।

ସ୍ୱୟଂସହାୟକ ଗୋଷ୍ଠୀଙ୍କ ଉତ୍ପାଦକୁ ଅନ୍ତର୍ଜାତୀୟ ବଜାରରେ ପହଞ୍ଚାଯାଉ: ରାଜ୍ୟପାଳ

ପୁରୀ, ୨୨/୬/୨୦୧୯: ଓଡିଶା ରାଜ୍ୟ ସରକାରଙ୍କ ସହାୟକ ଗୋଷ୍ଠି (ଏସ୍‌ଏଚ୍‌ଜି) ଦ୍ୱାରା ଉତ୍ପାଦିତ ସାମଗ୍ରୀକୁ ବିଶ୍ୱ ବାଜାରରେ ପହଞ୍ଚାଇବା ପାଇଁ ରାଜ୍ୟପାଳ ଡ. ଗଣେଶୀ ଲାଲ୍ ଆଜି ଉଦ୍ଘାଟନା କଲେ। ଏହି ଅବସରରେ ସେ ଉତ୍ପାଦକମାନଙ୍କୁ ଉତ୍ତେଜିତ କରିବା ସହିତ ସେମାନଙ୍କୁ ବିଶ୍ୱ ବାଜାରରେ ସଫଳତା ହାସଲ କରିବା ପାଇଁ ପରାମର୍ଶ ଦେଲେ।

ରାଜ୍ୟପାଳ ଡ. ଗଣେଶୀ ଲାଲ୍ ଆଜି ଉଦ୍ଘାଟନା କଲେ ଏହି ଅବସରରେ ସେ ଉତ୍ପାଦକମାନଙ୍କୁ ଉତ୍ତେଜିତ କରିବା ସହିତ ସେମାନଙ୍କୁ ବିଶ୍ୱ ବାଜାରରେ ସଫଳତା ହାସଲ କରିବା ପାଇଁ ପରାମର୍ଶ ଦେଲେ।

ଏହି ଅବସରରେ ଉତ୍ପାଦକମାନଙ୍କୁ ଉତ୍ତେଜିତ କରିବା ସହିତ ସେମାନଙ୍କୁ ବିଶ୍ୱ ବାଜାରରେ ସଫଳତା ହାସଲ କରିବା ପାଇଁ ପରାମର୍ଶ ଦେଲେ।

ଗ୍ରେଡ୍ ଡେ ଉତ୍ସବକୁ ଉଦ୍ଘାଟନ କଲେ ରାଜ୍ୟପାଳ

ପୁରୀ, ୨୨ ଜୁନ ୨୦୧୯: ଉତ୍ପାଦକମାନଙ୍କୁ ଉତ୍ତେଜିତ କରିବା ପାଇଁ ରାଜ୍ୟପାଳ ଡ. ଗଣେଶୀ ଲାଲ୍ ଆଜି ଉଦ୍ଘାଟନା କଲେ ଏହି ଅବସରରେ ସେ ଉତ୍ପାଦକମାନଙ୍କୁ ଉତ୍ତେଜିତ କରିବା ସହିତ ସେମାନଙ୍କୁ ବିଶ୍ୱ ବାଜାରରେ ସଫଳତା ହାସଲ କରିବା ପାଇଁ ପରାମର୍ଶ ଦେଲେ।

ରାଜ୍ୟପାଳ ଡ. ଗଣେଶୀ ଲାଲ୍ ଆଜି ଉଦ୍ଘାଟନା କଲେ ଏହି ଅବସରରେ ସେ ଉତ୍ପାଦକମାନଙ୍କୁ ଉତ୍ତେଜିତ କରିବା ସହିତ ସେମାନଙ୍କୁ ବିଶ୍ୱ ବାଜାରରେ ସଫଳତା ହାସଲ କରିବା ପାଇଁ ପରାମର୍ଶ ଦେଲେ।



ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଘାଣ୍ଟି ଟ୍ରେଡ୍ ଦିବସ ପାଇଁ କାର୍ଯ୍ୟକ୍ରମର ଅନ୍ୟ ଅଂଶରୁ ଉପସ୍ଥାପନା କରୁଥିବା ଉପସଭା ସଭ୍ୟମାନେ ।

ଡକ୍ୟୁମେଣ୍ଟରୀ ପକ୍ଷରୁ ଖାଲୁ ଟ୍ରେଡ୍ ଡେ ପାଳନ

ଭୁବନେଶ୍ୱର, ୨୨ ଜୁନ (ବୁଧବାର) : ଖାଲୁ ଟ୍ରେଡ୍ ସେଣ୍ଟର (ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟର) ପକ୍ଷରୁ ଖାଲୁ ଟ୍ରେଡ୍ ଦିବସ ପାଇଁ କାର୍ଯ୍ୟକ୍ରମ ଆୟୋଜନ କରାଯାଇଛି । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟର ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଖାଲୁ ଟ୍ରେଡ୍ ଡେ ପାଳନ

ଭୁବନେଶ୍ୱର, ୨୨ ଜୁନ (ବୁଧବାର) : ଖାଲୁ ଟ୍ରେଡ୍ ସେଣ୍ଟର (ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟର) ପକ୍ଷରୁ ଖାଲୁ ଟ୍ରେଡ୍ ଦିବସ ପାଇଁ କାର୍ଯ୍ୟକ୍ରମ ଆୟୋଜନ କରାଯାଇଛି । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

WORLD TRADE DAY CELEBRATED IN CITY

Bhubaneswar: Speaking at a World Trade Day celebration, Odisha Governor Ganeshi Lal Saturday urged the World Trade Centre Bhubaneswar (WTCB) to showcase the products of SHGs in Shanghai and other international markets. The thematic focus of the programme was International Trade Challenges and Opportunities for India and Odisha. "With food, we can take control of any country of the world, be it the USA, China or any other. I request the WTC to showcase products of SHGs in Shanghai and other international cities. For industry there should be focus, vision and principle. We never take the world as market but as a family. We need qualitative and innovative products," Lal said. State MSME minister Divya Sankar Mishra assured that the government has been working to create small business friendly environment in the state. "We have everything for business from resources to the skill development. Odisha is now export friendly," Mishra said. The Chairman WTCB Suresh Batra, Managing Director of Industrial Promotion & Investment Corporation of Odisha Nitin Jawale and Rupa Nalk, Senior Director, World Trade Centre Mumbai and Director, World Trade Centre Bhubaneswar were also present at the event.

State Governor promotes SHG products via World Trade Centre, Bhubaneswar

Odisha Governor Ganeshi Lal exhorted the group and members of the World Trade Centre, Bhubaneswar to showcase the products of SHGs in Shanghai and other international cities. Addressing a function organised to mark the World Trade Day in Bhubaneswar on Saturday, Governor Lal urged the members of WTCB, Bhubaneswar, to make the optimum utilisation of the WTC's global network present in more than 100 countries and create a win-win situation between the producers, consumers and facilitators. The thematic focus was International Trade Challenges and Opportunities for India and Odisha. "With food, we can take control of any country of the world, be it the USA or China or any other one. For industry there should be focus, vision and principle. We never take the world as a market but as a family. We need qualitative and innovative products," Lal said. State MSME minister Divya Sankar Mishra assured that the government has been working to create small business friendly environment in the state. "We have everything for business from resources to the skill development. Odisha is now export friendly," Mishra said. The Chairman WTCB Suresh Batra, Managing Director of Industrial Promotion & Investment Corporation of Odisha Nitin Jawale and Rupa Nalk, Senior Director, World Trade Centre Mumbai and Director, World Trade Centre Bhubaneswar were also present at the event.

ଡକ୍ୟୁମେଣ୍ଟରୀ ରାଜ୍ୟପାଳଙ୍କ ଅନୁରୋଧ

ବିଶ୍ୱ ବଜାରରେ ପହଞ୍ଚାଇ ଏସଏଫଜି ସାମଗ୍ରୀ

ଭୁବନେଶ୍ୱର, ୨୨ ଜୁନ (ବୁଧବାର) : ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଡକ୍ୟୁମେଣ୍ଟରୀ ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ବିଶ୍ୱ ବାଣିଜ୍ୟ ଦିବସ ପାଳନ

ଓଡିଶା ଏସଏଫଜି ଉତ୍ପାଦ ଅଭିଜ୍ଞତାରେ ବିଜାରରେ ପହଞ୍ଚାଇ ରାଜ୍ୟପାଳ

ଭୁବନେଶ୍ୱର, ୨୨ ଜୁନ (ବୁଧବାର) : ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟର ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଖାଲୁ ଟ୍ରେଡ୍ ଡେ ପାଳନ

ଭୁବନେଶ୍ୱର, ୨୨ ଜୁନ (ବୁଧବାର) : ଖାଲୁ ଟ୍ରେଡ୍ ସେଣ୍ଟର (ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟର) ପକ୍ଷରୁ ଖାଲୁ ଟ୍ରେଡ୍ ଦିବସ ପାଇଁ କାର୍ଯ୍ୟକ୍ରମ ଆୟୋଜନ କରାଯାଇଛି । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

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ଟ୍ରେଡ୍ ଡେ ଉତ୍ସବକୁ ଉଦ୍‌ଘାଟନ କଲେ ରାଜ୍ୟପାଳ

ଭୁବନେଶ୍ୱର, ୨୨ ଜୁନ (ବୁଧବାର) : ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

ଘାଣ୍ଟି ଟ୍ରେଡ୍ ସେଣ୍ଟରର ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ । ଉପସଭା ସଭ୍ୟମାନେ ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଅଂଶଗ୍ରହଣ କରିଥିଲେ ।

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World Trade Day Goa Invite



WORLD TRADE DAY GOA 2019

Navigating the New Realities of Global Trade

Thursday, 30th May 2019 | 2.30 pm onwards

Nalanda Hall, EDC Building, 5th Floor
Dr. A. B. Road, Panaji Goa

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building, international trade and exports.

Topics of Discussion

- Startups as catalysts for Exports
- Shipping and Packaging requirements for Exports
- Data Protection & Cyber Security for Global Trade
- Business Entry Strategy for USA

Speakers

Mr Edgar Pinto

Managing Director, MAE Enterprises

Mr. Ambar Kamat

Director, Eintellize Infotech Pvt Ltd

Mr. Mc Eugen Pinto

Co-founder and Partner, KitZai Imports n Exports

No registration fee | Prior registration compulsory

Contact for registration

Mr. Cyril Desouza

World Trade Center Goa

t: 0832 - 2431108 | e: cyril@wtcgoa.org

World Trade Day Goa 2019

World Trade Center Goa celebrated World Trade Day Goa 2019 in association with World Trade Center Mumbai on 30th May 2019 at Goa.

World Trade Day is a unique initiative of World Trade Centers across the Globe to create awareness on International Trade and its impact on Economic Development and Regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building, international trade and exports

During the event, Mr. Mc Eugene Pinto, Co-founder and Partner, KitZai Imports n Exports made a presentation on how MSMEs in Goa can explore global markets for their products and services.

He said that Goan companies produce quality products that can be exported throughout the globe, but unfortunately, they get so much engrossed in the running of the company that they actually neglect to emphasize on the hardcore selling and marketing of the product.

He opined that paying more attention to this aspect will give a boost to their selling activity and result in a dramatic and positive change to their respective company's bottom-line.

On this occasion, Mr Ambar Kamat, Director, Eintellize Infotech Private Limited made a detailed presentation on 'Data Protection & Cyber Security for Global Trade'.

He explained in detail the Global Data Protection Regulation (GDPR), which is a legal framework that sets guidelines for collection and processing of personal information from Individuals who live in the European Union (EU). Mr Kamat also explained that

even companies not selling directly to the EU would have to be very well versed with this regulation as it applies regardless where the websites are based. He also touched upon the area of how each company can protect its data while doing cross border trade.

Mr. Arman Bankley, Partner AR-Mines Industries & Secretary, Vibrant Goa Foundation gave a lucid presentation on the Vibrant Goa - Global Expo & Summit 2019, that will be organized from 17th to 19th October 2019, at Goa. He encouraged all delegates to participate actively in this event and make it a big success in projecting the best of the World Business entities that will showcase their prowess at Vibrant Goa 2019.



Mr. Cyril Desouza, Assistant Director - Trade Promotion, WTC Goa, Mr. Mc Eugen Pinto - Co-founder and Partner, KitZai Imports n Exports, Mr. Ambar Kamat- Director, Eintellize Infotech Pvt Ltd and Mr. Arman Bankley, Partner, AR- Mines Industries & Secretary, Vibrant Goa Foundation

World Trade Center Greater Philadelphia has brought out an "Export Revenue Assistance Programme" (ERAP) that will be of great help to companies who are interested in entering the United States of America. Mr Cyril Desouza, Assistant Director, Trade Promotion, World Trade Center Goa, made a presentation on the same which was specifically targeted to those companies who would be desiring to expand their business by selling their products in the US market. He also distributed copies of the ERAP to all the delegates present.

World Trade Day Jaipur Invite



WORLD TRADE DAY JAIPUR 2019

Enhancing Export Competitiveness of Rajasthan

Friday, 31st May 2019 | 4 pm – 7 pm

Conference Hall, Mapple Abhay Paota Circle, Paota,
 Jodhpur, Rajasthan

World Trade Day is a unique initiative of World Trade Centers across the world to create awareness on international trade and its impact on economic development and regional growth. The objective of World Trade Day is to encourage small and medium enterprises to explore opportunities in capacity building, international trade and exports.

Topics of Discussion

- Global Market Assessment for Exports from Rajasthan
- Modern Marketing Tools for effective Product Placement (Garment, Gems and Jewellery and Handicrafts Sectors)

Special Guest

Mr. Kiran V. N.

Assistant Director

Office of DC (Handicrafts)-Ministry of Textiles, Government of India

Theme Address

Mr. Gopal Sharma

Regional Head

EPCH Jodhpur

Event is followed by Hi-Tea

Supported by



हस्तशिल्प निर्यात संवर्धन परिषद्
 Export Promotion Council for Handicrafts

No registration fee | Prior registration compulsory

Contact for registration

World Trade Center Jaipur

t: 91-9987777977 | navneet@wtcjaipur.org

Jodhpur inst. of Export Shipping Managment, Jodhpur

t: 9314717668 | jiesm001@gmail.com

World Trade Center Jaipur Organises 3rd World Trade Day

World Trade Center Jaipur organized its third World Trade Day on the theme “Enhancing Export Potential of Rajasthan” at Maple Abhay-Jodhpur. The event was organised in partnership with Export Promotion Council for Handicrafts (EPCH), Jodhpur Institute of Export and Shipping Management (JIESM), Spices Board of India and India's leading open university IGNOU.

The event drew a large number of entrepreneurs and exporters from handicraft, furniture, agriculture and textile sectors.

Dr. Ajay Vardhan Acharya, Regional Director, IGNOU, Mr. Rais Ahmed- Director, JIESM Jodhpur, Mr. Gaurav Surana, Regional Head-Jodhpur, Spices Board of India and Mr. Gopal Sharma, Regional Head, EPCH Jodhpur set the tone for the day and made it clear that Jodhpur and many other districts in Rajasthan threw abundant opportunities for bilateral trade from the state.

Mr. Ahmed said, “Rajasthan is one of the most prominent locations for textile processing in India. In addition to being one of the largest producer and exporter of polyester viscose suiting - woven polyester fabric (mixed with viscose rayon), it is also emerging as an important state for production and export of readymade garments, cotton yarns, and nylon tyre cord fabrics.”

He added, “From the districts perspective, Bhilwara is one of the major manufacturing destinations in India for suiting fabrics and yarns. Barmer is also being developed on similar lines as Bhilwara. The district of Jaipur is one of the largest centers for readymade garment processing in India, and a large number of units in Jaipur are catering only to the exports market. Pali, Balotra and Jodhpur are also among the

prominent centers of India for processing of low weight, low cost fabrics.”

In his remarks, Mr. Gopal Sharma explained, “Handicrafts is an integral part of Rajasthan's culture. There is strong presence of various types of handicrafts in the major districts of Rajasthan: Textile Printing from Bagru, Chittroli, Sanganer, Jaipur and Jodhpur, Zari from Jaipur and Barmer, Stone Inlay from Jaisalmer.”

Speaking on this occasion, Mr. Gaurav Surana informed, “There exists substantial export potential in the areas of fresh vegetables, amla, guava, aloe vera, oil cake, oil seeds etc. There are also opportunities for canning, dairying, frozen food, fruits and vegetable,



Mr. Rais Ahmed- Director JIESM Jodhpur, welcoming the participants to the World Trade Day Jaipur and later through his presentation “Exploring the Export Potential of Rajasthan” spoke on top 5 sectors contributing to exports from the state

milk and milk beverages and soft drinks in the state. However, infrastructure needs to be built to support the same.”

At the end of the session, participants engaged with the speakers by seeking information and clarification on payment and documentation related issues in international trade.

Mr. Navneet Agarwal, Assistant Director- World Trade Center Jaipur proposed vote of thanks for the event.

Social Media Campaign

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

Cordially invites you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Ratnagiri**

Skilling MSMEs For Global Opportunities

Thursday, 18th July 2019 | 11.00 am to 5.30 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Venue:
Conference Room, Lion Club, Ratnagiri, C/o Lions Eye Hospital,
Mirzole MIDC Area, Ratnagiri

For Registration, please contact

Mr. Rajeev Limaye
9921488866
9422461931 / 935
9352461931
rajeevlimaye@gmail.com

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

Cordially invites you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Jalgaon**

Skilling MSMEs For Global Opportunities

Thursday, 10th July 2019 | 2.30 pm to 8.00 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Venue:
Hotel President, Jalgaon MIDC

For Registration, please contact

Mr. Ganesh Saini, Secretary
Lajpat Chhajji Bharti
9422717929
G.Saini@wtrdc.com

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Nashik**

Skilling MSMEs For Global Opportunities

Wednesday, 26th June 2019 | 3.00 pm to 8.30 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Mr. Pravin Deshmukh
Jt. Director of Industries,
Government of Maharashtra

Mr. Virendra S Gupte
Senior Faculty,
WTRDC WTC Mumbai

Mr. A O Kuruvila
Adviser Trade and Education,
WTC Mumbai

Venue:
Nashik Industries & Manufacturers Association (NIMA)
P-14, NIMA House, MIDC, Salpur, Nashik, Maharashtra 422007

For Registration, please contact

Nashik Industries & Manufacturers
Association (NIMA)
9422461931 / 9352461931
NIMA@nima.org

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

Cordially invites you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Amravati**

Skilling MSMEs For Global Opportunities

Monday, 8th July 2019 | 10.00 am to 5.00 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Venue:
Hotel Grace In, Beside Police Station, Rajapeth, Amravati

For Registration, please contact

MIDC Industrial Association, Amravati
Mr. Kisan Butkar, President
9422155948
Mikaant@gmail.com

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Aurangabad**

Skilling MSMEs For Global Opportunities

Thursday, 13th June 2019 | 2.30 pm to 8.00 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Chief Guest
Dr. Harshdeep Kamble, I.A.S.
Secretary (Small & Medium Industries) & Development
Commissioner (Industries) Government of Maharashtra

Venue:
Marathwada Association of Small Scale Industries & Agriculture (MASSIAI)
Wajaj office at Plot no. P-15, More Chowk, MIDC Area, Wajaj, Aurangabad

For Registration, please contact

MASSIAI
9422461931 / 9352461931
MASSIAI@massiai.org

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

KCCI

Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Kolhapur**

Skilling MSMEs For Global Opportunities

Thursday, 18th June 2019 | 3.00 pm to 8.30 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

**Mr. A.O. Kuruvila- Adviser
Trade & Education WTC Mumbai
&
Prof. Arvind N. Khedkar
Senior Faculty WTC Mumbai Institute**

Venue:
Hotel The Pavilion,
392 E, Assembly Road, Shahapur, M.S.I., Kolhapur, India

For Registration, please contact

Kolhapur Chamber of
Commerce & Industries
9422461931 / 9352461931
KCCI@kcci.org

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

TMA

Cordially invites you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Tarapur**

Skilling MSMEs For Global Opportunities

Thursday, 18th July 2019 | 11.00 am to 5.00 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Venue:
TIMA Conference Hall, P-14, Recreation Center, MIDC
Tarapur Industrial Area, Dist. Palghar - 401506

For Registration, please contact

TIMA
9912525272868, 270588
Tima@tarapur@gmail.com

WORLD TRADE CENTER
Presented by **WTRDC**

MAITRI

Cordially invite you to the 3rd Edition of
WORLD TRADE DAY MAHARASHTRA
in **Solapur**

Skilling MSMEs For Global Opportunities

Monday, 1st July 2019 | 3.00 pm to 8.00 pm

Topics of Discussion
Scope and Meaning of International Trade
International Marketing & Quality Certification
Foreign Trade Policy Inco Terms and
Export Costing & Pricing

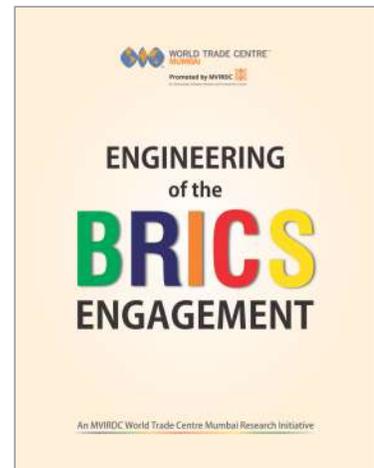
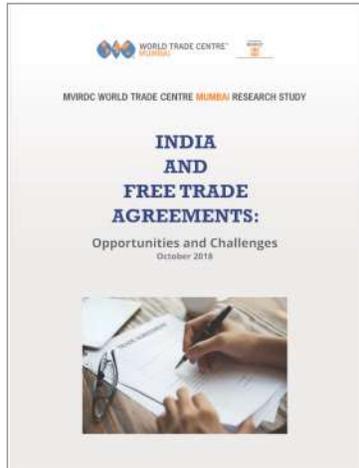
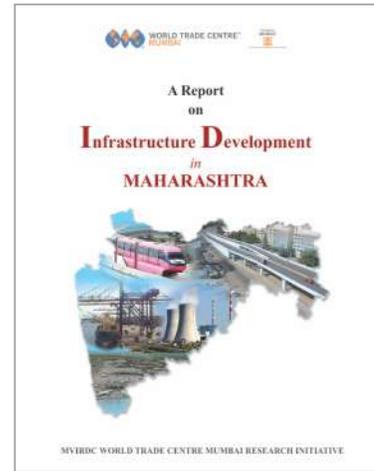
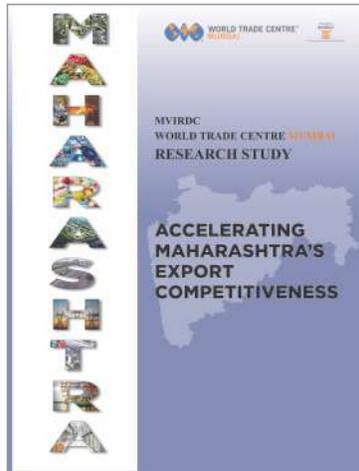
Expertise
Senior Faculties of WTC Mumbai Institute
Government officials Industry Experts

Venue:
Conference Room, Textile Development Foundation,
Akkalkot Rd. MIDC, Solapur, Maharashtra 413006

For Registration, please contact

DTC Office, Solapur
9422461931 / 9352461931
DTC@textiledevelopmentfoundation.org

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For further information, please contact

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Tel: 91 22 66387378-79 | Fax: 91 22 22180823 | Email: marketing@wtcmumbai.org | Web: www.wtcmumbai.org

