

# प्रारम्भ

# PRARAMBH

March 2023

## List Of Contents

## Page No.

Founder and CMD's Message	2
New Approaches at iiiEM	3
Salt - Product and Market	4 & 5
Country Profile - Afghanistan	6 & 7
Trade Fairs and Exhibitions in India	8
Exim Shortforms	9
India in the World	10
News to Use	11
Seminars	12 & 13
Events	14
Program in Import Export Management	15
Export Incubation - Pragati	16
New Initiative by iiiEM	17
iiiEM Support Data Analysis	18
iiiEM Support Services & Locations	19

## Message From **Founder & CMD-iiiEM**



Hello friends!

Prarambh has really started!

The first e-bulletin is received very well. And the international trade fraternity has requested a regular copy. My special gratefulness to you all.

Among the reviews and comments on the first edition of Prarambh, one of the most common ones received was to give my views on the economy, the world economy.

High inflation, spurred by rising energy costs, has tested GDP growth. Hence, most countries are facing inflation. The IMF said inflation is expected to be impacted by slower demand, rising wages, and a weaker US dollar.

Countries like the U.S.A., Canada, Germany, and Australia have an inflation rate of 6% to 7%.

While countries like China, Japan, and Taiwan are predicted to see inflation lower than 3%.

Russia is at 11.7%, Ukraine is at 24.9%, whereas Sri Lanka and Pakistan are between 30% - 50%.

And the IMF has projected a 5.1% inflation rate for India in 2023.

This motivates us to start planning, preparing strategies, and contacting the world market for our products.

The next decade is of India. Let's make the most of it.

Bowl a century to bring in the glorious golden days back in India.

Let's Export.

Best Wishes,  
**Dipak Sudhir Manohar**

# PRARAMBH



## From the Editor's Desk Trupti Shah, VP Support, iiiEM

Greetings and Gratitude!

With immense pleasure, we bring our next edition.

We have questions pouring in after the first edition of Parambh.

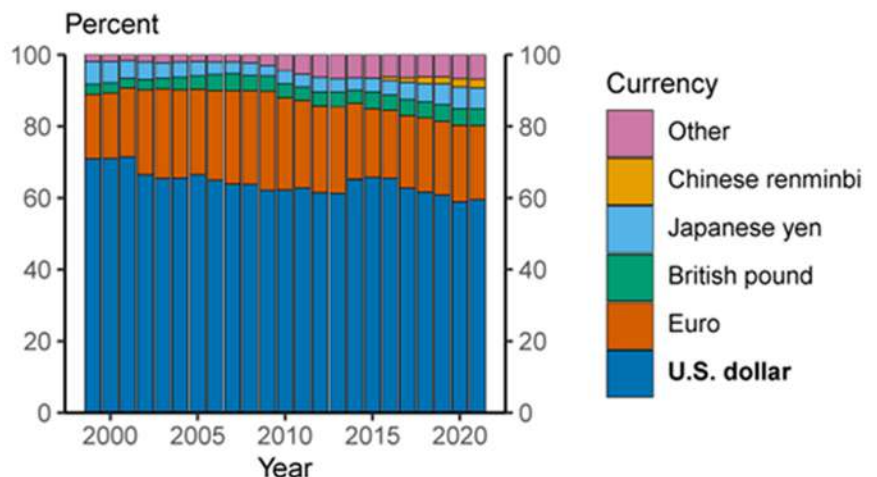
The enthusiast exporters are keen to know the most tradeable currency in the world and which one they should use for their exports from India.

A key function of a currency is as a store of value that can be saved and retrieved in the future without a significant loss of purchasing power.

- Well, undoubtedly, the most tradeable currency in the world remains the Almighty Dollar. USD takes about 60% of the World Trade. This is followed by the Euro.
- Euro is adopted by 19 countries of the European Union. The euro is used in many parts of Africa, and some European countries have seen significant shifts toward the euro for global trade.
- Then comes the Japanese Yen, followed by the Great Britain Pound or the Pound Sterling.
- Thereafter, it is the Chinese Yuan or Renminbi.

Quotation or Invoicing currency is dependent on the country and the influence of the superpowers in that country.

### Warm wishes



## Salt – Product and Market

Edible Salt – Sodium chloride  
ITC HS Code = 2501.00

### About Salt

Salt is sodium chloride. It's one of the oldest and most widely used seasonings. There are many different salts with different textures, flavors, and uses.



### States Producing Salt

- Gujarat – the largest salt-producing state in India & the 3<sup>rd</sup> largest in the world
- Andhra Pradesh
- Tamil Nadu
- Orissa
- Rajasthan
- Himachal Pradesh
- Maharashtra
- West Bengal

### Quality-Related Information

- Quality Standards for edible Salt can be obtained from Salt Department-HO ([saltcomindia.gov.in](http://saltcomindia.gov.in))
- Compulsory Pre-shipment Inspection of Common/Iodized/Refined Salt

## Salt – Product and Market

### Countries Importing Edible Salt from India are:

- Japan
- USA
- China
- Bangladesh
- Indonesia
- South Korea
- North Korea
- Malaysia
- U.A.E
- Vietnam

### Facts on Salt

- Netherlands is the largest exporting Country
- India is the 6<sup>th</sup> largest exporter o Edible salt.
- Indian Salts are largely exported to China and Japan.
- salt is a low-value commodity and efficient use of logistics is the key to success in this business. salt exports are more about logistics and less about salt!
- World's Largest Salt Flat Bed is in Bolivia
- Salt is a very essential mineral for the human body.



## Country Profile – Afghanistan

- Islamic Emirate of Afghanistan (IEA) is a landlocked country located at the crossroads of Central Asia and South Asia. Afghanistan is often referred to as “the Heart of Asia.”
- Afghanistan is bordered by Pakistan to the east and south, Iran to the west, Turkmenistan to the northwest, Uzbekistan to the north, Tajikistan to the northeast, and China to the northeast and east.
- Afghanistan is prominently rich in natural resources, including lithium, iron, zinc, and copper, amongst many others.
- It is also the world's largest producer of opium.
- Second largest producer of cannabis and
- Third largest of both saffron and cashmere.
- Afghanistan is known for its Carpet weaving, Pottery, Oil Paintings, and the valor of Buzkashi – Horse racing, among other predominant cultural and sports activities.

**The Capital** is Kabul.

**Language** – Pashtu is the official language and Afghan Persian

**Time Zone** – One hour behind India

**Business week** – Friday is a holiday

**Currency** – Afghani (AFN) - 100 AFN = 91.47 INR

**Largest cities** – Kabul, Kandahar, Herat, Mazar – I – Shariff, etc.

- Afghanistan can be easily accessible through Bandar Abbas and Chahbar Port, Iran. Or Port Karachi, Gwadar & Port Qasim of Pakistan.

## Country Profile – Afghanistan

India Exports to Afghanistan	India Imports from Afghanistan
<b>USD \$ 855 Million (2020)</b>	<b>USD \$ 499 Million (2020)</b>
Sugar	Tropical Fruits
Synthetic Fibre	Insects Resins
Apparels – knit & non-knit	Grapes
Packaged Medicaments	Spices
Other Synthetic Fabric	Spice Seeds
Coffee, Tea, mate	Other Nuts
Tobacco	Onions
Machineries, Electrical & Mechanical	Dried Fruits
Footwear	Perfumed Plants
Plastics	Dried Legumes
Cereals	Other Oily Seeds
Iron Structures	Nil
Organic Chemicals and many other	Nil

**(Source:** <https://oec.world/en/profile/bilateral-country/ind/partner/afg>**)**

### Contacts for Business :

#### Afghanistan Chamber of Commerce and Investment – ACCI

<https://acci.org.af/en/contact-us.html>

#### Afghanistan Women’s Chamber of Commerce and Industry

<https://awcci-global.org/en/>

## Trade Fairs and Exhibitions in india

<b>TRADE FAIRS AND EXHIBITIONS IN INDIA - APRIL &amp; MAY 2023</b>			
<b>Exhibition</b>	<b>Industries</b>	<b>City</b>	<b>Dates</b>
India Gem & Jewelry Show	Gems, Jewelry, Fashion & Beauty	Mumbai	7 to 10 April
PharmaTech Expo (PTE)	Pharma and Lab Expo	Chandigarh	11 to 13 April
India Steel (ISE)	Mineral, metals & Industrial Engineering	Mumbai	19 to 21 April
Machine Tools Show	Building, Construction & architecture	Pune	27 to 29 April
Fumma - International Furniture Expo	Finished Furniture Expo	Cochin	6 to 8 May
India Machine tools Show (IMTOS)	Auto, Automotive, Ind. Engineering, & Robotics	New Delhi	18 to 21 May

(Source: [www.10times.com](http://www.10times.com))



## Exim Short Forms

### Import Export Abbreviation List – Common Shortforms

<b>AEZ</b>	Agri Export Zone
<b>ANF</b>	Aayaat Niryaat Form
<b>ARO</b>	Advance Release Order
<b>BG</b>	Bank Guarantee
<b>BL</b>	Bill Of Lading
<b>BRC</b>	Bank Realization Certificate
<b>CBEC</b>	Central Board of Excise and Customs
<b>CCP</b>	Customs Clearance Permit
<b>CEC</b>	Chartered Engineer Certificate
<b>CFS</b>	Container Freight Station
<b>CIF</b>	Cost, Insurance & Freight
<b>CoD</b>	Cash on Delivery
<b>CoO</b>	Certificate of Origin
<b>DA</b>	Document against Acceptance
<b>DFCI&amp;S</b>	Director General, Commercial Intelligence & Statistics.
<b>DGFT</b>	Director General of Foreign Trade
<b>ECGC</b>	Export Credit Guarantee Corporation of India Limited
<b>EDI</b>	Electronic Data Interchange
<b>EEFC</b>	Exchange Earners' Foreign Currency
<b>EFT</b>	Electronic Fund Transfer
<b>EIC</b>	Export Inspection Council
<b>EPC</b>	Export Promotion Council
<b>EPCG</b>	Export Promotion Capital Goods
<b>FDI</b>	Foreign Direct Investment
<b>FIEO</b>	Federation of Indian Export Organization
<b>FIRC</b>	Foreign Exchange Inward Remittance Certificate
<b>FOB</b>	Free On Board
<b>FTP</b>	Foreign Trade Policy
<b>HACCP</b>	Hazard Analysis and Critical Control Process
<b>HBP</b>	Handbook of Procedures
<b>ICD</b>	Inland Container Depot
<b>IEC</b>	Importer Exporter Code
<b>ISO</b>	International Standards Organization
<b>ITC (HS)</b>	Indian trade Classification (Harmonized System) Code
<b>LC</b>	Letter of Credit
<b>LoI</b>	Letter of Intent
<b>LUT</b>	Legal Undertaking
<b>MEA</b>	Ministry of External Affairs
<b>RODTeP</b>	Remission of Duties & taxes on Export Product

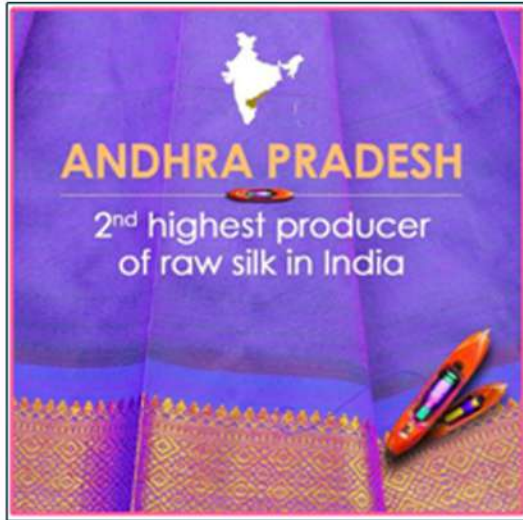
## India in the World

- Indian economy is staging a broad-based recovery across sectors, positioning itself to climb back to the pre-pandemic growth path in FY23.
- Merchandise exports of US\$ 332.8 billion for April-December 2022
- In September 2022, India has risen to become the fifth (5th) Largest Economy in the World – Overtaking the United Kingdom
- Third in rank, India has ascended to the third (3rd) position in the PPP GDP – Purchasing Power Parity of GDP.
- Engineering goods remain India's most exported product and pharma exports have posted a strong ratio to make India the Pharmacy of the world.
- India is the largest exporter of Sugarcane, Jewelry, Petroleum products, Automobiles and bio-chemicals, cereals, textiles, iron & steel, and electronics.



# प्रारंभ PRARAMBH

## News to Use



## Seminars



### VALSAD – OPPORTUNITIES IN EXPORT BUSINESS

Knowledge is the eye of desire and can become the pilot of the soul. Taking this beautiful quote ahead it was really a pleasure to be invited to the Agricultural Research Station, Paria, Valsad for the seminar on Export Opportunities of Fresh Mango from South Gujarat. This is a great opportunity to share my knowledge of International Export and Import. Taking with more than a hundred farmers was an experience in itself. Farmers know how to sow and harvest the best, yet we were advising them on how to grow export-quality of produce.

Indeed, a pleasure to share the platform with Dr. Z.P Patel, Head Vice Chancellor, of Agricultural University, Dr. Narendra Singh, Head Dean of Agri university NAV, and Mr. Chandrakant Patel Export Expert at NAV.

Speaker – Krutika Shrivastav, Surat.



### VAPI – OPPORTUNITIES IN EXPORT BUSINESS

Vapi seminar arranged on the Basic awareness on import and export management.

Vapi has the maximum number of Kraft paper & duplex board paper mills in India.

This seminar was for the "Vapi Industrial Estate" which houses around 1,400 industries, the majority of which are small-scale units (SSIs).

The best quality paper producers are located in Vapi and have more than 20 kraft paper mills within a distance of 20 km. Therefore, Vapi is also known as a "paper hub".

This Seminar was organized by iiiEM under the Mission Golden Bird activities.

Speaker – Krutika Shrivastav, Surat.

## Seminars



### RAJKOT - OPPORTUNITIES IN EXPORT BUSINESS

Gardi Vidyapith, Rajkot, affiliated with GTU.

This was organized especially for the MBA students of the Gardi Engineering and Technology students of MBA. This is a leading college in Gujarat, by an eminent philanthropist Mr. Dipchandbhai Gardi.

Awareness Program on Export Import after MBA.

This seminar was organized by iiiEM Rajkot Team.

Speaker – Payal Dave, Rajkot

28/03/2023 **03**

વિદ્યાર્થીઓને ઈમ્પોર્ટ એક્સપોર્ટ પ્રોફેશનમાં કારકિર્દીની ઉચ્ચતા તકની માહિતી આપવા

## ઈમ્પોર્ટ એક્સપોર્ટ વિષય અંગે એક્સપર્ટ ટોક કાર્યક્રમ યોજાયો

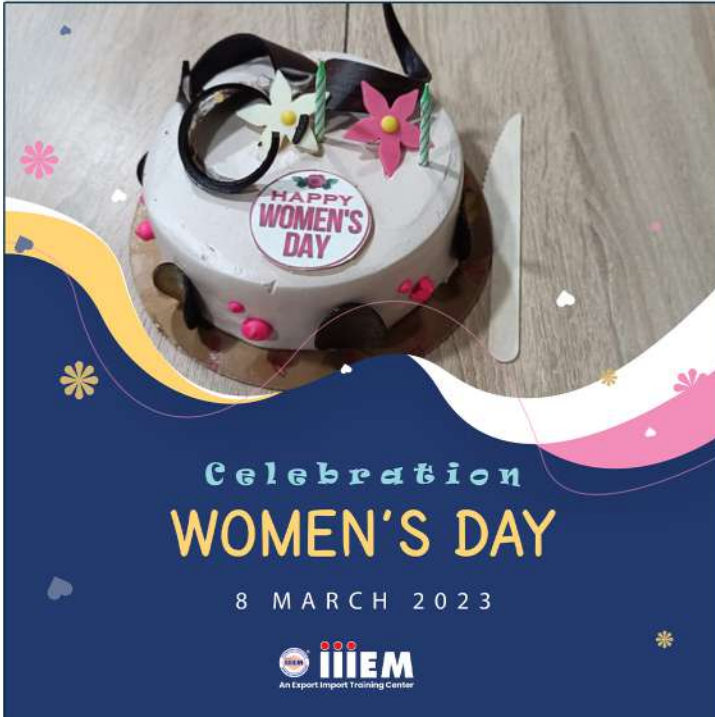
(સૌરાષ્ટ્ર કાંતી કાર્યાલય-રાજકોટ) રાજકોટ, તા.૨૮ ગાર્ડી વિદ્યાપીઠનું એમબીએ ડિપાર્ટમેન્ટ પોતાના ઇનોવેટિવ પેડાગોજી અને ઇન્ડસ્ટ્રીયલ ઇન્ટરેક્શનને અભ્યાસક્રમમાં સામેલ કરવા માટે સુવિદિત છે. અહીંના વિદ્યાર્થીઓને પ્રોફેશનલ અને ઇન્ડસ્ટ્રીયલ ક્ષેત્રમાં સુસજ્જ કરવાના ધ્યેય સાથે શૈક્ષણિક વર્ષ દરમિયાન ઔદ્યોગિક મુલાકાતો, એમ.ઓ.યુ. એક્સપર્ટ ટોક અને ભૂતપૂર્વ વિદ્યાર્થીઓ સાથેના વિદ્યાર્થી સંવાદ સીરીઝ જેવા કાર્યક્રમોનું આયોજન કરવામાં આવે છે. તાજેતરમાં એમબીએ ડિપાર્ટમેન્ટ ખાતે એક દિવસીય પઈમ્પોર્ટ એક્સપોર્ટ કોમ એમ્બીશન ટુ અધિવેન્યથ વિષય આધારિત સંવાદનું આયોજન કરવામાં આવ્યું હતું. આ અંગે વધુમાં માહિતી આપતા સંસ્થાના એમબીએ ડિપાર્ટમેન્ટના હેડ પ્રો. નિલેશ અંકલેશ્વરીયા એ જણાવ્યું હતું કે ભારતની ઇકોનોમી આગામી સમયમાં પાંચ ટ્રિલીયન ડોલરની બને તેનો એક માત્ર આધાર સ્વંભ એવા એક્સપોર્ટના ક્ષેત્રમાં વૃદ્ધિ થવી છે. રાજકોટ આગામી સમયમાં મશીનરીના એક્સપોર્ટની સાથે સાથે પ્રોસેસ ફૂડ, પેપર, પ્લાસ્ટિક, પેકેજિંગ, એન્ડ્રો પ્રોડક્ટ્સ અને સિરામીક જેવી પ્રોડક્ટના મટીરીયલ વિવિધ દેશોમાં એક્સપોર્ટ કરવા માટેની ભારોભાર સંભાવના અને તકો ધરાવે છે. ગુજરાતના સમૃદ્ધ દરિયાકાંઠા અને લોજિસ્ટિક સાતત્યપૂર્ણ સપ્લાય ચેઈન અને ગવર્નમેન્ટ તરફથી મળતા પ્રોત્સાહન ને લઈને એમબીએ ના વિદ્યાર્થીઓ માટે ઈમ્પોર્ટ એક્સપોર્ટ ના પ્રોફેશનમાં કારકિર્દી બનાવવી આકર્ષક બનતી જાય છે. ગાર્ડી વિદ્યાપીઠના એમબીએના અનેક ભૂતપૂર્વ વિદ્યાર્થીઓ આજે ઈમ્પોર્ટ એક્સપોર્ટ પ્રોફેશનને પસંદ કરીને નોકરી ઈચ્છકના બદલે ઉદ્યોગ સાહસિક બનીને જોખ આપનારા બની રહ્યા છે, જે સંસ્થા માટે ગર્વની બાબત છે.

આ સમગ્ર આયોજન માટે એમબીએના પ્રાધ્યાપકો તથા વિદ્યાર્થીઓને સંસ્થાના ચેરમેન ડી. વી. મહેતા, વાઈસ ચેરમેન કિરણ શાહ તથા પ્રિન્સિપાલ ડો વિમલ પટેલ દ્વારા શુભેચ્છાઓ પાઠવવામાં આવી હતી.(૧.૪)

# iiiEM PRARAMBH

## Events

### WOMEN'S DAY CELEBRATIONS



iiiEM Staff celebrated with fun and treat the Women's Day.

iiiEM is a place where 80% of the staff is female. And no, this is not gender discrimination. This office place is highly secure and its HR policies are people-oriented.

These girls are the pride of iiiEM. Let us salute them on International Women's Day – 8th March 2023.

### CHAITRI NAVRATRA ASHTAMI PUJA CELEBRATIONS



# PRARAMBH

## Program in Import Export Management

### Rajkot - Batch



### Bengaluru - Batch



### Chennai - Batch



### Mumbai - Batch



## Export Incubation – Pragati

### Ahmedabad





# iSarthi

## **Connect Direct**

Email Support-Helpdesk

Training Support

iSupport-Telephonic

Revision Sessions

Port/Industry Visit\*

Job Assistance\*\*

Re-Attend Training\*\*\*

Implementation Sessions

## **Toolkit Resources**

Study Material

Product & Country Research

Outline

Mobile App

List of :

- Customs House Agent

- Indian Embassy

- Trade Associations

- Top 500 Products

Formats for Documents

Updates on EXIM

\* Subject to Approval  
\*\* for Job Seekers  
\*\*\* at a Nominal Venue Charge

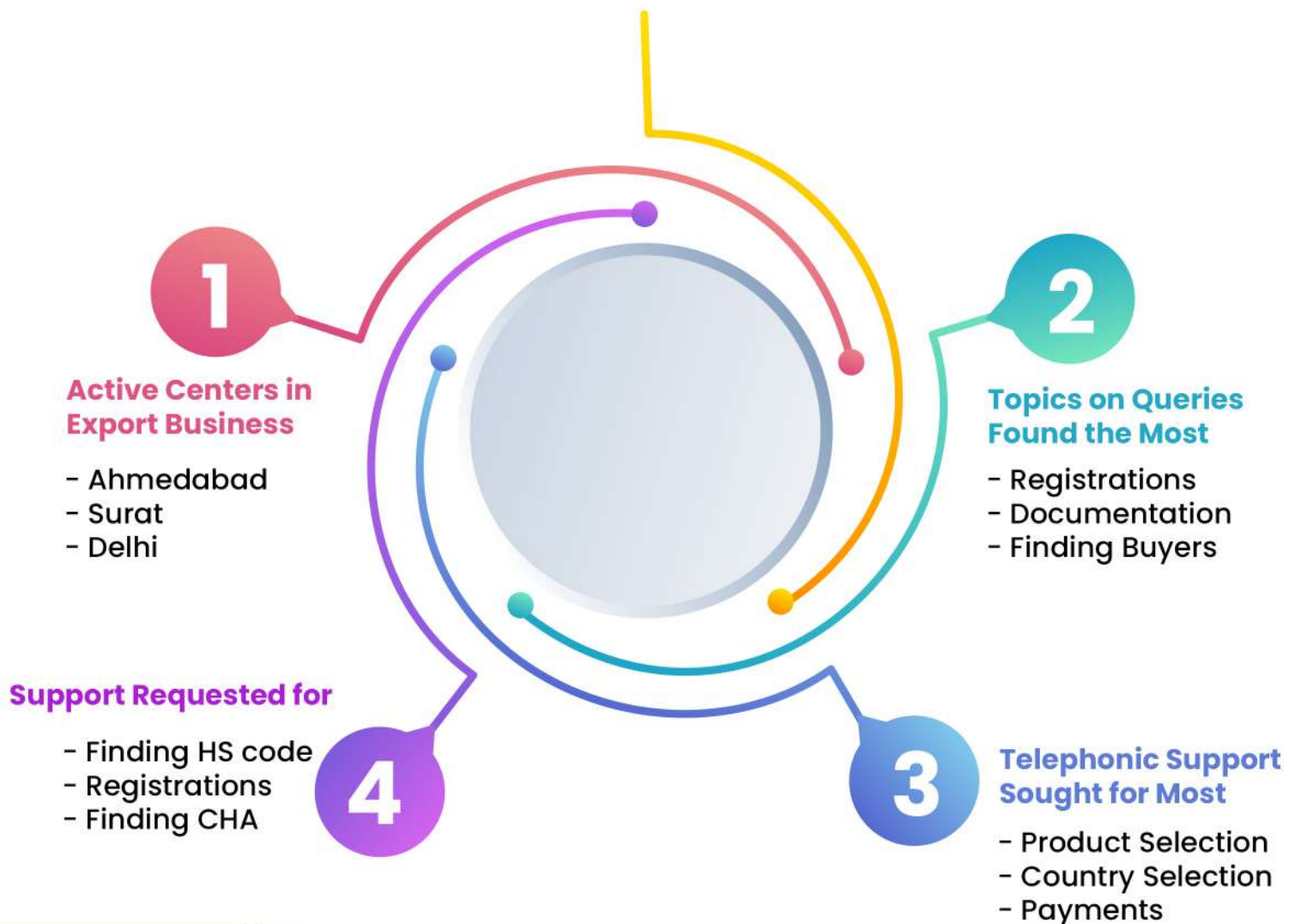
## iiiEM Support Data Analysis

What Happens to your queries

At iiiEM, we do data capturing and mine them for our research and development of the curriculum for International Trade.

Your feedback and queries, both help us update and improve our method of teaching, make course material more interactive and simpler, also it helps us in formulating reports like the below:

### Top Three at iiiEM – Support for Participants



# iiiEM Lifetime Free Support Services



## Our Presence



**40+ Centers & Still Growing**

LUDHIANA | JODHPUR | UDAIPUR | VADODARA | AHMEDABAD |  
RAJKOT | SURAT | MUMBAI | PUNE | NASHIK | NAGPUR | CHENNAI |  
BENGALURU | HYDERABAD | INDORE | BHUBANESWAR | RAIPUR |  
KOLKATA | BHOPAL | LUCKNOW-KANPUR | DELHI | CHANDIGARH



+91 937 759 0864 | info@iiiem.in | www.iiiem.in  
Head Office : - 201-202, Iscon Avenue, Nr. Choice Restaurant,  
C.G. Road, Navrangpura, Ahmedabad - 380009, Gujarat, IN.