

प्रारम्भ

PRARAMBH

MAY 2023

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Exports beyond a Trillion

India is the fastest-growing economy in the world currently. In spite of the global recession, disturbances between Russia and Ukraine or China and Taiwan, or civil unrest within countries like Sudan, Lebanon, etc., India has a proven resilient and stable economy.

What are the parameters that favor India, today, I wish to discuss them, with you all, my dear exporters or the exporters-to-be.

The country's total merchandise exports in FY2022–2023 are estimated to be \$447 billion, the highest ever achieved. There is a 6 percent y-o-y growth which is parallel with the other global manufacturing hubs, such as Hong Kong (SAR) China, Vietnam, and Taiwan.

A few important points to highlight this growth

- India's merchandise exports have shifted away from traditional commodity baskets, such as textiles and gems and Jewelry, and have focused more on engineering goods, organic and inorganic chemicals, and electronic goods.
- Government initiatives, such as export promotion schemes and sector-specific Production Linked Incentive (PLI) schemes, are enabling India to become a high-value commodity exporter.
- India has achieved momentous growth in electronics exports due to a strong domestic manufacturing landscape. For instance, India's smartphone exports, which were nearly non-existent in 2014, reached a record figure of \$11 billion in FY2023 due to the increasing presence of global electronics manufacturers.
- The drugs and pharmaceuticals industry has also benefitted from PLI schemes for pharmaceuticals, bulk drug parks, active pharmaceutical ingredients, etc.
- A spike in oil prices led to an increase in petroleum exports, this has eased inflation in India.

Now, let us discuss a few strategies to progress from this touch point, to march ahead as a super economy as targeted by the Government during this Foreign Trade Policy 2023 announcement.

- ❋ To strengthen the manufacturing capabilities with more attractive Performance Linked Incentives (PLI) in sectors such as automobile, textile, electronics, pharmaceuticals, and food products—are empowering domestic manufacturers to become globally competitive.
- ❋ To reduce the logistics cost to improve the competitiveness of the products.
- ❋ The growing sentiment of the 'China plus one' strategy among developed economies is putting Indian commodities on the global map.
- ❋ India needs to change the Global Landscapes - The country is also experiencing growing demand from new markets, such as the Netherlands, Brazil, and Saudi Arabia, which is leading to considerable export gains.
- ❋ India must also focus on skilling its vast youth population. With the proper implementation of initiatives, such as the Skill India Mission and the recent budgetary focus on knowledge and skill development, India can look to enhance its labor advantage.
- ❋ Going ahead, if India continues to focus on catalyzing domestic manufacturing and addressing structural economic challenges, it will be on track to achieve the target of \$1 trillion in merchandise exports by 2030.

What we all need is, all hands joined for the prosperity of our country through economic achievements. Our export activities will be detrimental to crowning India as a Global Leader.

Let us help each other to become the Economic Soldiers of our Country.

Join the iiiEM's Mission to Bring India's Glorious days back.

With Best Regards

Dipak Sudhir Manohar.



Hello Dear Friends,

We all have one goal, vision, and ambition – to be an Exporter!

And of course, to be progressive and better with each export order.



So, by now, we are all well versed with the product, the country to export it to, and finding our buyers.

One thing still is unclear for most of us. That is logistics, transportation, customs, and all that goes with these activities.

Theoretically, we do understand the below process:



Now we shall understand TWO important parts of this process

- 1. The important sea routes**
- 2. Shipping words with meaning**

These are the major waterway routes which are the busiest ones. These routes are very important as the majority of the goods can be exported or imported through these routes.

1. The Important Sea Routes

Route	Through	Significance
Asia to U.S.A. East Coast	Panama Canal	Saves 2k to 8k nautical miles, saving in freight
Asia Middle East to Europe	Suez Canal	30% of global container traffic is through Suez Canal
Europe to United Kingdom	Dover Strait & Calais-harbours	Busiest maritime routes globally, daily around 400 commercial vessels pass through
North America to Canada	St. Lawrence Strait	Major freight saving route
Intra-Asia (within Asia)	Strait of Malacca	Largest passageway between Indian & Pacific Oceans. Handles 25% of the world's sea trade. Connects India, China & Japan.

Do trace the famous routes on your world maps.

2. Shipping Words with Meaning

Cargo - the goods that are carried in a ship or an aircraft

Shipment - a quantity of goods that are sent from one place to another

Consignor - A company or person sending the goods.

Consignee - A company or a person who shall receive the goods.

Haulage - Cargo that moves nationally (within the country)

Freight - carrying goods over greater distances, outside the country also.

Air Freight - Transportation via Airplanes

Ground Freight - Transportation by Road

Ocean Freight - Transportation by waterway/sea.

Multimodal Freight - Multiple modes of transportation like air, rail or road, etc.

Dimensional Weight – DIM – is a combination of the Volume of the package divided by the divisor factor as per the Carriage, which gives you the Size in pounds. The shipper will pay as per the final amount.

Demurrage – Cost to the consignee after the goods are unloaded but there is a delay in picking up the goods, after the 'free' days.

Detention – Cost to the consignee when he does not return an empty container to a container yard or port after an agreed time.

Shipper – a person or company that transports or receives goods.

It is noteworthy that sea routes are the oldest, most economical, and considered "safe". Maritime transport (Seaway) is the backbone of international trade and the global economy. Over 80% of the volume of international trade in goods is carried by sea.

The Advantages of Seaway Transportation are

Cost-effective

Security

Low maintenance

Efficiency

Ideal for large volume

Until the next,

Warm Regards

VP Support, iiiEM

Trupti Shah

For further information go to www.dgft.gov.in

1. NOTIFICATION NO.04/2023, Dated 1st May 2023

Realignment of RoDTEP Schedule effect from 1st May 2023 consequent to amendments made under Finance Bill, 2023

- a. 149 tariff lines are added under RoDTEP
- b. 52 tariff lines are deleted

www.dgft.gov.in – Regulatory Updates > RoDTEP

2. INSTRUCTION NO.15/2023-CUSTOMS, Dated 3rd May 2023

Acceptance of Electronic Certificate of Origin (e-CoO) issued under India Sri Lanka FTA (ISFTA).

It is advised to ensure that the e-CoO is mandatorily uploaded on the e-Sanchit portal by the importer or the Customs Broker for claiming preferential benefits.

3. NOTIFICATION Dated 10th May 2023

Plant Quarantine (Regulation for Import into India)

Talegoan & Bhambholi in Maharashtra have been added to for Jurisdiction of PQ station.

4. NOTIFICATION NO.06/2023, Dated 22nd May 2023

Amendment in the Export Policy of Cough Syrup

Cough syrup (HS Code 3004) is permitted to be exported subject to an export sample being tested & issued a certificate of analysis (COA) by the approved/assigned by the Indian Pharmacopoeia Commission of Ghaziabad, U.P.

5. NOTIFICATION NO.07/2023, Dated 24th May 2023

Broken Rice – HSN Code – 1006 4000 is prohibited. Read the notification for further details.

6. CIRCULAR NO.12/2023-Cus, Dated 24th May 2023

Amendments and modifications in the Foreign Trade Policy 2023.

Read the details in the notification.

7. NOTIFICATION NO.09/2023 Dated 29th May 2023

Export of Non-Basmati Rice or De-husked or milled or semi-milled can be exported to European Union with a certificate from Export Inspection Council or agency.

Major Imports of India

Petroleum, Crude Oil

Coal, Coke

Diamonds, Precious Metals

Chemicals, Pharma

Rubber, Plastics

Electronics

Machinery

***82% of all Imports of India are as above**

India's Rank in the World

Product/Commodity	Rank in Exports
Spices	1
Rice	1
Basmati Rice	1
Onions	1
Pharma (Generic Drugs)	1
Gold Jewellery	1
Jute	2
Sugar	2
Millets	2
Peanuts	2
Cotton	3
Steel	3
Aluminum	3
Iron	4
Fish	4
Mangoes	5
RMG	5
Technical Textiles	6
Wheat	10
Chemicals	14
Banana	20

***This is an Indicative List (2022 - 23)**

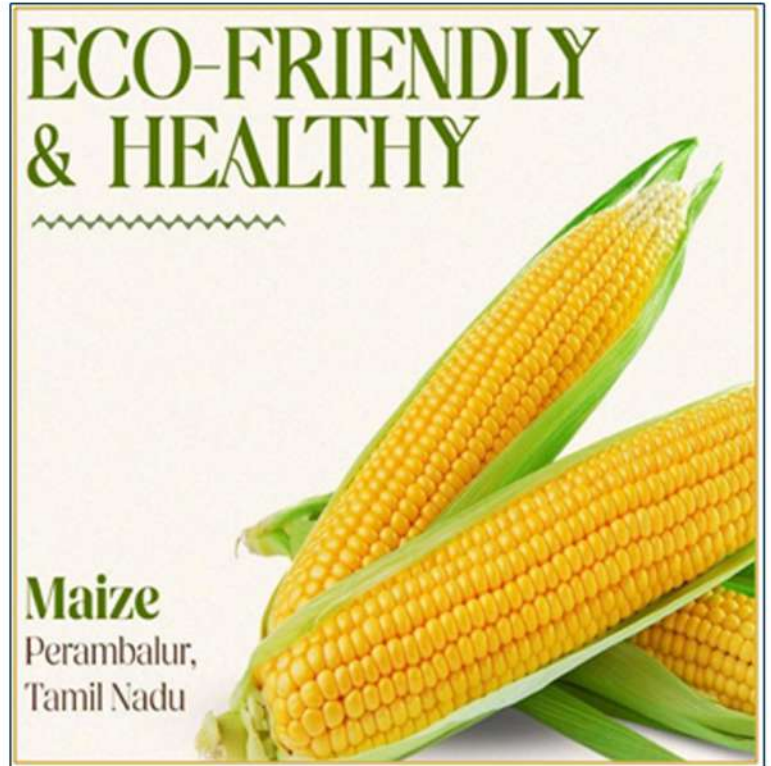
In-Demand Products from India

We have compared the growth rate with the exports of these products & commodities with the previous financial year.

The below listed are the products that have been “in-demand” and fetched a “high-value” towards the export revenue of India. **This list is only indicative.**

PRODUCTS IN DEMANAD AND POSITIVE GROWTH 2022

Export Product	Positive Growth from 2021
Wheat	609%
Processed Petroleum Oils	106.40
Cotton (uncarded, uncombed)	85.20%
Yarn (85% + Cotton)	80.10%
Aluminum (unwrought)	77.90%
Hot-rolled iron or non-alloy steel products	73.60%
Phone Devices incl smartphones	64%
Diamonds (unmount/unset)	62.70%
Sugar Cane or Beet	52.80%
Misc. Furniture	52.80%
Automobile parts & Accessories	49%
Jewelry	37.80%
Crustaceans (incl. lobsters)	35.30%
Packaged Herbicide/insecticide/pesticide	31.50%
Women’s Clothing (non-knit ot crochet)	28.30%
Leather Footwear	26.10%
T-Shirt or Vest (Knitted or crochet)	22.60%
Rice	20.60%
Cars	18.70%
Medication Mixes in dosage	2.90%





TOYS ROOTED IN TRADITIONAL ESSENCE.

#Indiantoys



Kanchipuram Silk

Kanchipuram,
Tamil Nadu

SORGHUM (Jowar)
"THE KING
OF MILLETS"
(SHREE ANNA)

Sorghum, (also known as Jowar) is the world's fifth major cereal food crop in terms of production and acreage after rice, wheat, maize and barley

एपीडा APEDA | G20 | INTERNATIONAL YEAR OF MILLETS 2023 | 75 Azadi Ka Amrit Mahotsav

Product – Candles

ITC HS code – 3406-00

Description – Other candles and tapers & the like

Export Promotion Council – EPC

Export Promotion Council for Handicrafts – EPCH or FIEO

A candle is an ignitable wick embedded in wax, or another flammable solid substance such as tallow, that provides light, and in some cases, a fragrance. A candle can also provide heat or is a method of keeping time.

The candle market is valued at US\$ 7,562.83 Million in 2022-23 and is anticipated to increase.

India is the largest exporter of Scented candles in the World.

Candles are made of various types of wax.

The most commonly used and least-expensive candle wax, paraffin can be used to make many **types of candles**, including pillars, containers, votives, tealights, tapers, and tarts. Soy wax is a 100% all-natural wax made from hydrogenated soybean oil that is available in several forms, including soy wax flakes.

Types of Candles

- Taper Candles
- Votive Candles
- Pillar Candles
- Tea Lights
- Floating Candles
- Gel Candles
- Container Candles
- Tart Candles

*Fragrance can be added to most of the above



Any of the above can be a scented candle. Natural or synthetic fragrances, essential oil, or perfume can be added for ambiance, décor, and aromatherapy.

Types of Candle Wax

Types of Candle Wax	Made of	Characteristics
Paraffin Wax	Petroleum or Shale	Inexpensive, Colorful and Scented
Bees Wax	Bee Hives	Longest Burn Time
Gel Wax	Resin and Mineral Oil	Bright Light and Long Burn
Soy Wax	Soybean Wax	Eco-Friendly and Natural
Palm Wax	Oil from Palm Trees	Eco-Friendly and Natural
Coconut Wax	Hydrogenated Coconut Oil	Smokeless and Soot Free
Candelilla Wax	Leaves of a scrub Plant	Vegan. Used in Pharma or Cosmetics

Types of Candle Wicks

Wicks of the Candles are made from thick twisted threads, slim wood, cored thread, cork, paper, zinc, tin, core, etc. Sometimes stiffeners are used to help the wick stand stiff and burn longer.

Export Statistics

The top 3 exporters of Candles are India with 481,585 shipments followed by China with 327,405 and Vietnam at the 3rd spot with 210,249 shipments.

India exports most of its Scented candles to the United States, the United Kingdom, and Italy. The total export value of the top 5 countries is 29.23 USD million which is 89.17% of the total export value of Candle

From the perspective of the data on Candle export, India's top 5 trade partners who import Candles from Indian exporters are mentioned below:

EXPORTS OF CANDLES FROM INDIA

Country	Value USD m
USA	14.59
United Kingdom	9.05
Australia	2.6
Italy	1.51
Netherlands	1.48

STATES IN INDIA FOR CANDLE INDUSTRY

Delhi
Haryana
Uttar Pradesh
Uttarakhand (esp. Nainital)
Tripura

*Indicative list only

This product fetches a wide profit margin. The profit is dependent upon the average cost of materials, fragrance, size of the wax, decorative candles, and candle stands also.

This is a product which is never out of use or old fashioned. The demand for candles can be from celebrations, devotional, religious, ambiance, decoration, fragrance, romance, charm, etc. This is a low-investment product.

A good quality candle is one that is:

- Made of bio-degradable wax or vegan wax
- Does not give out fumes or soot while burning
- Its wick is strong
- Lights longer
- Has a non-toxic scent or natural fragrance
- Used for the occasion, like the candlelight dinner, pool lights, decorations for special occasions, aromatherapy, religious offerings etc.

Quality Standards for Candles

- ASTM Candle Safety Industry Standards – for the U.S.A.
- CLP Directive – Classification, Labeling & Packaging
- EN Standards – For European Countries
- Reach Standards – EU Countries and the U.K.
- RAL Standards – For Germany

Testing to be done:

- Lab testing needs to be done for the wax & fragrance used.
- Sooting behavior of candles is checked
- Fire and Safety Standards
- Wax Drop and Burn test, Melt test
- Hazardous Certificate
- Other tests depend upon the importing norms of the country



Country – Brunei

- Brunei is a country located on the north coast of the island of Borneo in Southeast Asia
- Apart from its South China Sea coast, it is completely surrounded by the Malaysian state of Sarawak.
- Brunei is the only sovereign state entirely on Borneo; the remainder of the island is divided between Malaysia and Indonesia.
- It has 161 kilometers (100 mi) of coastline next to the South China Sea, and it shares a 381 km (237 mi) border with Malaysia
- The government is an absolute monarchy ruled by its Sultan, entitled the Yang di-Pertuan, and implements a combination of English common law and sharia, as well as general Islamic practices.
- Brunei is a member of the Commonwealth countries, UN, ASEAN, Organization of Islamic Cooperation, APEC, WTO, etc.
- Brunei has bilateral trade agreements with the Philippines and Singapore.
- Brunei is a developed country with the second-highest Human Development Index.
- Brunei is an industrialized country.
 - The capital is Bandar Seri Begawan
 - Language – Malay
 - Time Zone –2 hours and 30 minutes ahead of India
 - Business week – Mondays to Fridays
 - Currency – Brunei Dollar(BND)- 1 BND = 61.11 INR
 - Largest cities – Bandar Seri Begawan, Kuala Belait, Seria, etc



Major Agricultural Products of Brunei

- | | | | |
|--------------|-----------|-----------------|---------|
| ☞ Rice | ☞ Fruits | ☞ Water Buffalo | ☞ Goats |
| ☞ Vegetables | ☞ Chicken | ☞ Cattle | ☞ Eggs |

Brunei's Natural Resources:

- Petroleum products
- Liquefied natural gas
- Crude Oil

Brunei and India established diplomatic relations in 1984. Brunei has a high commission in New Delhi, and India has a high commission in Bandar Seri Begawan.

India Exports to Brunei	India Imports from Brunei
Cars	Crude Petroleum
Rice	'-
Antiknock	'-
Refrigerators	'-
Onions	'-
Dry Fruits	'-
Barium sulphate	'-
Synthetic yarn & Woven fabric	'-
Shaped Paper	'-

- Contacts for Business -

National Chamber of Commerce and Industry of Brunei

<https://www.iccia.com/iccia-members/brunei-darussalam-iccia-member/>

High Commission of Brunei in New Delhi

High Commission of India, Brunei Darussalam (hcindiabrunei.gov.in)

TRADE FAIRS AND EXHIBITIONS IN INDIA – JUNE – JULY*

Exhibition	Industries	City	Dates
Fastener Fair	Building, Construction & Industrial Engineering	Mumbai	01 to 03 June
Leather Asia Expo	Entire Leather Supply Chain	Greater Noida	01 to 03 June
Shoe Technology Expo	Fashion & Beauty Industry	Greater Noida	01 to 03 June
Health & Wellness	Wellness, Health and Fitness	Mumbai	03 to 04 June
Inter Foodtech	Food & Beverages, Processing & Packaging	Mumbai	07 to 09 June
ACMEE Chennai	Tools, Equipments & Industrial Engineering	Chennai	15 to 19 June
Indian Home Furnishing Expo (IHF)	Home and Office	New Delhi	16 to 19 June
Fashion Jewellery & Accessories (IFJAS)	Indian Fashion Jewellery, Gems, Beauty	Greater Noida	26 June to 28 June
Festival of Folk Craftsmen	Art and Craft	Kanyakumari	27 June to 02 July
Surface & Coatings Expo	Building & Consyruction, Industrial Engr	Chennai	29 June to 01 July
SITEX–Surat International Tex Expo	Apparel, Clothing, Textile, Fabric & Yarn	Surat	01 to 03 July
Kitechware and Home Appliance Expo	House, Plastic, Hotel, Pooja, Kitch Ware	Mira Bhayander	01 to 03 July
D Cube Home Decor Expo	Building, Construction, Home & Office	Mumbai	04 to 07 July
CosmoHome Tech Expo	Comestics, Fashion & Beauty, Plant & Machinery	New Delhi	19 to 21 July

Kindly check details before planning a visit. Data is sourced from www.10times.com





Export Import Business में Packing & Packaging में क्या Difference होता है?



Marble & Granite Stone Export की A to Z Information



Export Import Business में Payment Terms को समझने के लिए यह वीडियो जरूर देखें



Export Business Start करने के लिए कोनसे Products Best है?



Meet Navneet Jain | 1 Month में Fabric Export कर दिया



यह Countries में आप Millets Export कर सकते है

Export Import Awareness Campaigns

Anand



Bharuch



Bhopal



Delhi



Rajkot



Surat



Ahmedabad



Program in Import Export Management – New Batches Launches



Ahmedabad



Bengaluru



Indore



Jaipur



Kolkata



Rajkot



Pune



Mumbai



Surat



Vadodara

EXPORT Expert

EPISODE 78

MEET
MR. HIREN

EXPORTED
ENGINEERING GOODS
WITHOUT
STUDYING ENGINEERING



Meet Mr. Hiren जिम्ने बिना Engineering किये
Engineering Goods का Export कर दिखाया

<https://shorturl.at/fjkpY>





GUIDING LIGHT

Mentoring Exporters

Mr. Jitendra Tripathi has been at the helm of the Pragati Project– Export Business Incubation Center, since its inception in 2016, serving as a dedicated mentor. With his extensive expertise and guidance, he has successfully overseen the program's progress, managing over 400 + projects to date.

By mentoring more than 400 projects, he has empowered numerous entrepreneurs to become successful exporters, and also helped them establish reputable brands of their products in the global marketplace."

Jitendra Tripathi is an experienced exporter associated with Manohar International, bringing with him eight years of valuable export experience. Throughout his career, he has demonstrated a deep understanding of international trade and has successfully navigated the intricacies of the export industry.

In addition to his exporting endeavors, Mr. Tripathi has also been actively involved in sharing his knowledge and expertise with others.

He has conducted export-import lectures across India for the past seven years, enlightening more than 9,000 approximate participants.

Jitendra's unwavering dedication and expert guidance have played a pivotal role in the success of the iiiEM's Pragati Project – the Export Incubation Center.



Mr. Jitendra Tripathi

1. Website

iiiEM is designing a website exclusively for its registered participants/associates and students. This website is designed to start your Export process with the support and maintenance of the website.

Please contact : support@iiiem.in

2. Pragati – Export Start-Up

iiiEM has an Export Start-up called Project Pragati. This helps a participant of iiiEM to “quick-start” your export business. Project Pragati comes with a business environment, like-minded colleagues, supportive mentors, and focused business activities.

Please contact : support@iiiem.in

3. Placements

iiiEM assists all those who wish to take up a job in the field of export-import.

A few job vacancies for job-seekers.

1. Designation- Export Marketing Executive, Location – Ahmedabad

<http://iiiemjobs.com/employee/job-detail-2202> – Click to apply

2. Designation – International Marketing Executive, Location – Surat

<http://iiiemjobs.com/employee/job-detail-2200> – Click to apply

3. Designation – Documentation Executive, Location – Rajkot

<http://iiiemjobs.com/employee/job-detail-2199> – Click to apply

4. Designation – Export Executive, Location – Delhi

<http://iiiemjobs.com/employee/job-detail-2205> – Click to apply

Free Registration for Applying for Jobs – www.iiiemjobs.com



Winners of April 2023 Quiz

01

SANIDHYA VED
PUNE - 9/10

02

KRUTIK J. VADI
VADODARA - 9/10

Unfortunately, none scored 10 /10.



Quiz  Corner
Answer to Win

First Three (3) Entries with all
Correct Answers will **Win Prizes**

<https://forms.gle/yLvUjaqIJmBtByxm6>



Top Three at iiiEM – Support for Students



iiiEM Lifetime Free Support Services



Our Presence



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

Still Growing...



+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.