



PRARAMBH

An Export Import Trade Magazine

THE RED SEA CRISIS

An Initiative by  IIEM

January 2024

PRARAMBH

Forward

Indian Navy and the Maritime Coast Guards of India rescue the Pakistani fishermen to safe shores from the Somali pirates, in the Arabian Sea. Love thy Neighbors! India wishes good for its bordering countries. Its all for a simple equation, you love they may love. You hate, they already are hating.

Disputes, wars, attacks are unceasingly progressing to worsen the current circumstances across the Western Asia and Northern Asia. All this is fueled by the American counter attacks. Is that the Blackrock promise?

Ikea, a Swedish company, famous for its furniture and home décor, now with its elite presence in India, is mulling to invest big in India, once again.

India is focusing mainly on sectors including infrastructure, railways, defense, green energy, tourism, agriculture, and EV, while gearing up to march ahead towards a 7 trillion economy by 2030.

The world witnessed India's cultural freedom with the Ram Mandir Ayodhya Temple, now the eyes are awaiting to see the glory of the first Hindu temple in the Land of Emiratis, the Hindu temple in Abu Dhabi. This too is ironical; the inauguration is scheduled for 14th February when the people celebrate their love for the fellow humans.

India is slowing and steadily moving up the ladder in the Stock market to gain the 4th position, leaving behind Hong Kong. Also, is the 4th now in the kitty of Foreign Exchange reserves with the FDIs pouring in.

We only wish the Amrut Kaal (auspicious times) are here to stay for good.

Hail India!

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The 10th Vibrant Gujarat Summit 2024

This is the journey of Vibrant Gujarat in the last 10 years.

From 100 participants in 2003, rise and rise of Vibrant Gujarat Global Summit, to About 100 nations attended the summit, including 32 partner nations and 16 organizations. 200 Russian government representatives and entrepreneurs took part in Vibrant Gujarat 2024 from January 10th.



Vibrant Gujarat Summit. In these two decades, this initiative has been a trailblazer and trendsetter. It showed that thinking big is the first step of making a big impact. It showed how a State of India could institutionalize a way to connect Indian and international investors with the aspirations of our youth.

This 10th edition of the VGGS, based on the 'Gateway to the Future' theme.

The Prime Minister said that core elements of the success of Vibrant Gujarat are, **idea, imagination and implementation**. He underlined the audacity of the idea and imagination behind the Vibrant Gujarat and said that it was followed in other states.

The main focus of the Vibrant Gujarat Summit will be on **semiconductor, green hydrogen, space technology manufacturing, electric mobility, sustainable manufacturing, renewable energy, and Industry 4.0**.

India is now ready for business. In the last four years, we have jumped 65 places of global ranking of ease of doing business. I have asked my team to work harder to ensure India is on the top 50 next years.

The key objectives of the 3 day event may be summarized as :

- Strengthen the foundation for Gujarat to become economically and socially the most developed state in India by 2030, at par with the best in the developed world.
- Leveraging Gujarat's manufacturing leadership in the country and its economic strength, to connect the global investor with India and the state.
- Attract the brightest minds from across the world to ideate, showcase innovation and best practices, and discuss their application to the state and the nation.
- Empower India to compete with the best global economies and Provide a platform for global business networking.

Gujarat Invited Investments for the below listed sectors :

- Agro & Food Processing
- Automobiles & Auto Components
- Ceramics
- Chemicals & Petrochemicals
- Gems & Jewelry
- Pharmaceuticals
- Ports & Maritime
- Textiles, Garments & Apparel

The Success of Vibrant Gujarat 2024 :

The 10th edition of the Vibrant Gujarat Global Summit, held from January 10-12, 2024, was a resounding success. The three-day event, themed "20 Years of Vibrant Gujarat as the Summit of Success," attracted participation from over 100 countries and witnessed the signing of Memoranda of Understanding (MoUs) worth a staggering Rs 26.33 lakh crore for 41,299 projects.

The summit served as a platform for global leaders, investors, and businesses to discuss and collaborate on key issues concerning India's economic growth and development. Some of the key highlights of the summit included:

The success of the Vibrant Gujarat Summit 2024 can be attributed to several factors, including:

- **Strong leadership** : The summit was held under the leadership of Gujarat Chief Minister Bhupendra Patel, who has a proven track record of attracting investments to the state.
- **Strategic location** : Gujarat is strategically located on the west coast of India, making it a gateway to the Middle East and Africa.
- **Business-friendly environment** : The state government has implemented a number of reforms to make it easier for businesses to operate in Gujarat.
- **Strong infrastructure** : Gujarat has a well-developed infrastructure network, including ports, airports, and highways.

The Vibrant Gujarat Summit 2024 has generated significant positive buzz for Gujarat and is expected to have a major impact on the state's economy in the years to come. The summit has also positioned Gujarat as a leading investment destination in India.

Thank you

The Red Sea Crisis

The Red Sea, a narrow waterway connecting the Mediterranean Sea to the Indian Ocean, holds immense significance for international trade. Its strategic location and unique features make it a critical route for the movement of goods across continents, impacting economies worldwide. Here's a breakdown of its importance :



- **Connecting Markets :** The Red Sea forms a vital bridge between Asia, Europe, and Africa, facilitating trade flow between these continents. It serves as a key route for major trading nations like China, India, and European countries.
- **Volume and Value :** Approximately 10% of global seaborne trade transits the Red Sea, including significant volumes of oil, manufactured goods, and consumer products. Its estimated annual trade value exceeds \$800 billion.

India's economic dependence on the Red Sea is undeniable. Approximately 30% of global container traffic traverses this corridor, with \$200 billion worth of Indian trade flowing through it annually. Therefore, ensuring the safety of its ships and crew is paramount. India has spearheaded this mission by:

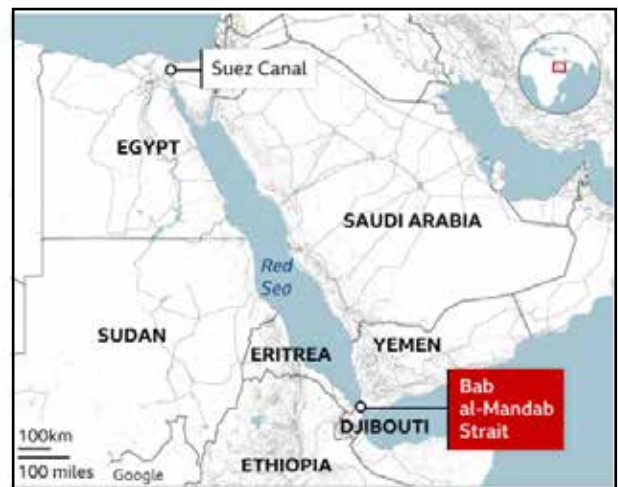
Here we explore, India's multifaceted role in defending the Red Sea Maritime War, analyzing its efforts against these twin threats and the complexities it navigates. Protecting Trade Arteries:

- **Deploying Naval Assets:** Guided-missile destroyers, frigates, and long-range P8I reconnaissance aircraft patrol the Red Sea, providing a "deterrent presence" and actively safeguarding Indian vessels.
- **Enhancing Surveillance:** Increased patrolling and intelligence gathering, in collaboration with other regional powers, allow for early detection and swift response to threats.
- **Escorting Merchant Ships:** The Indian Navy offers armed escorts to Indian ships on vulnerable stretches, minimizing the risk of pirate attacks.

A Balancing Act :

India's role in the Red Sea Maritime War is not without its challenges. Balancing its economic interests with regional sensitivities and avoiding escalation in a volatile conflict zone requires deft diplomatic maneuvering. Additionally, resource constraints pose limitations on the Navy's long-term deployment in the region.

India's efforts in the Red Sea are a testament to its commitment to ensuring maritime security in the region. In conclusion, India's role in defending the Red Sea Maritime War is multi-pronged, encompassing military engagement, diplomatic initiatives, and a commitment to regional cooperation. Navigating the complex security landscape will require continued vigilance, strategic adaptability, and a long-term vision for ensuring the safe passage of global trade through this vital maritime artery.



In an import-export business, Letter of Credit (LC), also known as Documentary Credit, is a major instrument for settling trade payments. It is actually a written commitment from a bank on behalf of a buyer (importer) that payment has been made to a seller (exporter) under agreed terms & conditions. A key principle of LC is that banks have to deal only in documents and not in goods. It is prohibitive for banks to physically examine whether all products have been shipped exactly as per Letter of Credit. LC is defined by the International Chamber of Commerce (ICC) in Article 2 of the Uniform Custom and Practice for Documentary Credit (UCPDC), ICC Brochure 600 as –

“Any arrangement, however named or described, that is irrevocable and thereby constitutes a definite undertaking of the issuing bank to honour a complying presentation.”

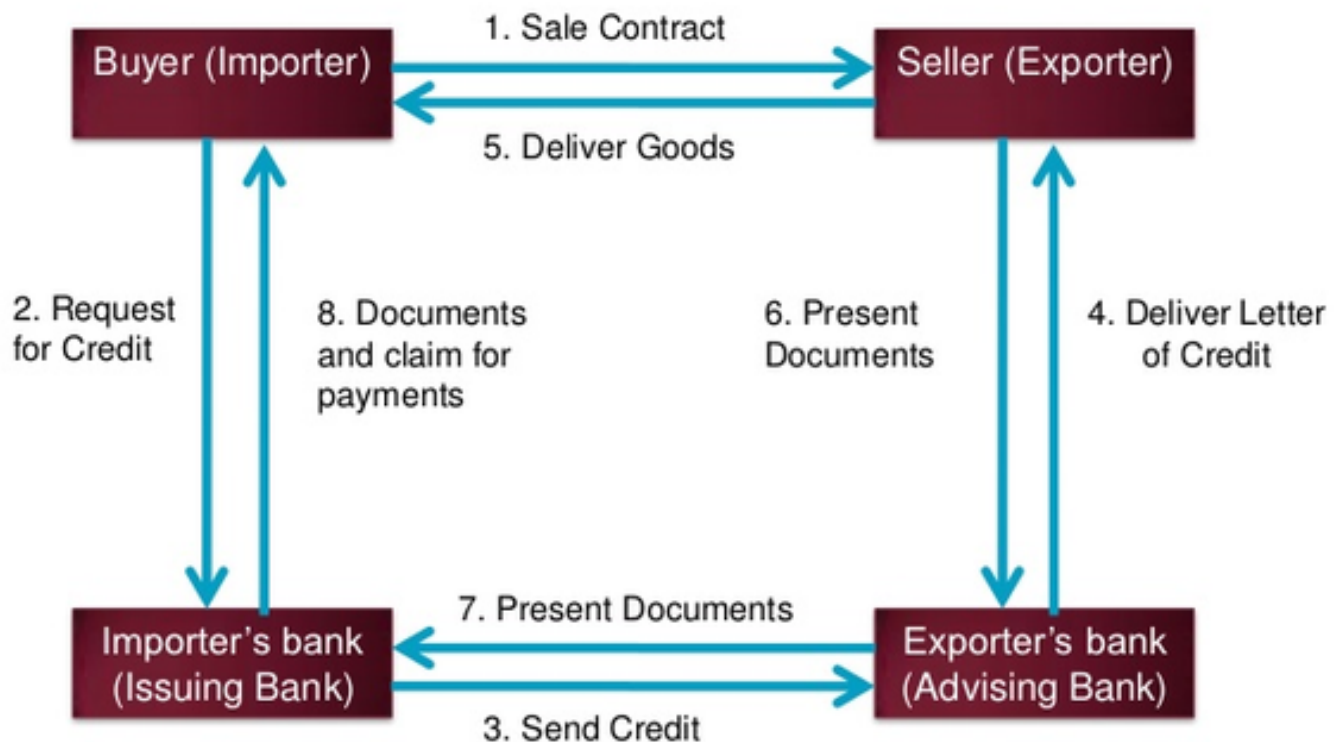
How Letter of Credit (LC) Works?

The existing advantages of LC based transactions have contributed to a large extent to the growth of international trade in modern times. The working of LC involves parties to commercial Letter of Credit and steps in the process of LC that is discussed below.

Parties to Letter of Credit :

- 1. Applicant (Importer or Buyer) :** An Applicant is a buyer (importer) of the goods, who has to make payments to the beneficiary.
- 2. Issuing Bank (Buyer’s Bank) :** Issuing Bank creates a letter of credit and undertakes to make payments.
- 3. Beneficiary : (Exporter or Seller)** Beneficiary is normally a seller (supplier, exporter) of merchandise who has to receive payment from the Applicant (importer).
- 4. Advising Bank :** The role of Advising Bank is to give credit advice to the Beneficiary, thereby assuring the genuineness of the credit. The bank is normally situated in the country of Beneficiary (in India, in our case). Main function of Advising Bank is to inform and communicate to the beneficiary that a LC has been issued in his favor.

Letter of Credit (LC) – Process Flow



Most common Types of Letter of Credit :

Irrevocable Letter of Credit : This type of LC can't be amended or cancelled by the Issuing Bank without the consent of parties to LC, particularly the Beneficiary. It is more favorable as per exporter's point of view.

Confirmed Letter of Credit : This LC is issued after guarantee or confirmation by another bank other than Issuing Bank. Thus, there is a double guarantee to this credit and it is more favorable to the Beneficiary. This type of LC is costlier as there are charges to be paid to the Confirming Bank.

At Sight Letter of Credit in the Sight Letter of Credit, Issuing Bank has to made payment at the sight, on demand or on presentation.

Usance Letter of Credit : in Usance Credit, drafts are drawn on the issuing bank or the correspondent bank at specified Usance period.

Advantages & Disadvantages of LC to Importer & Exporter



Advantages

- An Importer is assured that payment has been made to an Exporter under terms & conditions mentioned in LC.
- Ability to negotiate more favourable trade terms with the Supplier when payment by LC is offered.

Disadvantage

- LC assures right documents but not necessarily right merchandise.

Advantages

- Exporter receives the payment under all terms & conditions mentioned in LC.
- Shifts credit risk from the Importer to Issuing Bank.

Disadvantage

- Documents get prepared in strict compliance with all requirements specified in LC. Non-compliance leaves Exporter exposed to risk of non-payment.

State of India – Sikkim

- The Kingdom of Sikkim joined the Union of India in 1975.
- Sikkim is the 27th State of India.
- Sikkim is sandwiched between Nepal in the west and Bhutan in the east, China in the north and West Bengal in the south.
- The Indian border of Sikkim is shared only with the state of West Bengal.
- Sikkim is least populous and second smallest among the Indian states.
- Sikkim is a host to Kanchenjunga, the highest peak in India and third highest on Earth.
- Nepali, Bhutia, Lepcha, Limboo, Magar, Rai, Hindi and English.

1st and the only “organic” state.
2nd smallest State.
1st in Large Cardamom
Gangtok is the capital city
Famous for Handicrafts



Major Products of Sikkim	
Tourism	Hydro Electrical Power
Agriculture	Tea
Floriculture	Large Cardmon
Aqua-Culture	Minerals
Horticulture	Electronics
Liquor Making	Pharmaceuticals

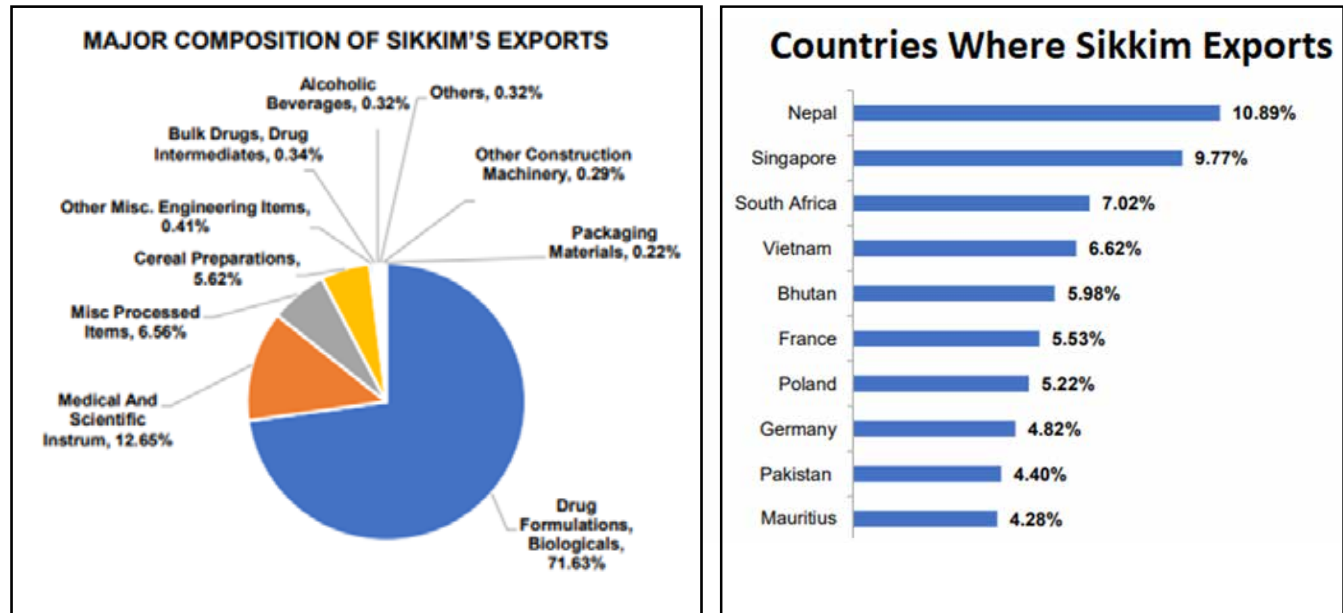
Agro-horticultural products :

Tuber Crops : Potato, Sweet Potato, Ginger

Spices : Large Cardamom, Ginger, Chilly, Turmeric, Coriander

Fruits : Mandarin Orange, Passion fruit, Banana, Guava, Papaya, Jackfruit, Litchi

Vegetables : Brocoli, Onion, Brinjal, Carrot, Iskus, Pumpkin, Radish, Tomato, Tree Tomato, Cabbage, Cauliflower



Famous Products of Sikkim :

- Handwoven Carpets
- Bamboo and cane artefacts
- Lepcha Handloom fabrics
- Semi-precious Stones
- Prayer Flags
- Wall Hangings
- Buddha figurines
- Sikkim Tea
- Sikkimese Liqueur
- Hand woven Jackets
- Alpine Cheese

Ports in Sikkim :

Sikkim has ICDs under Chongrang Block, Tashiding

- Sezhing and
- Thangchung wards

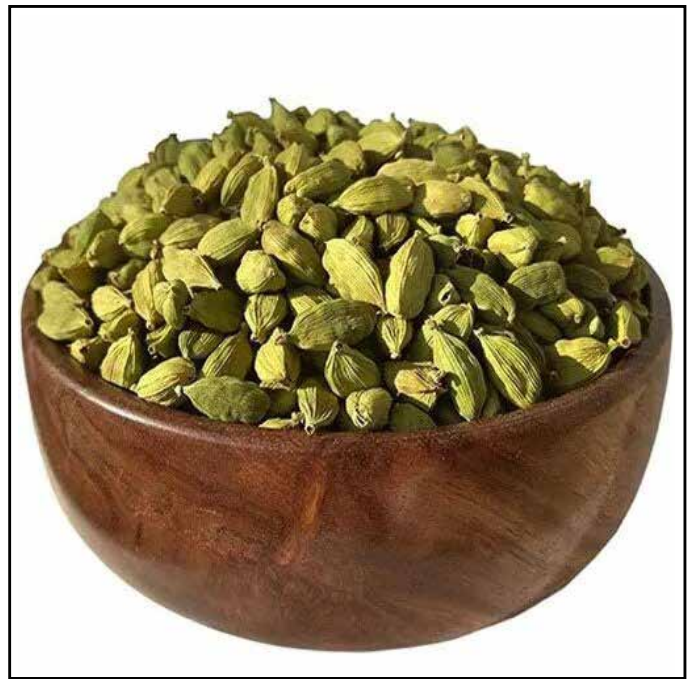
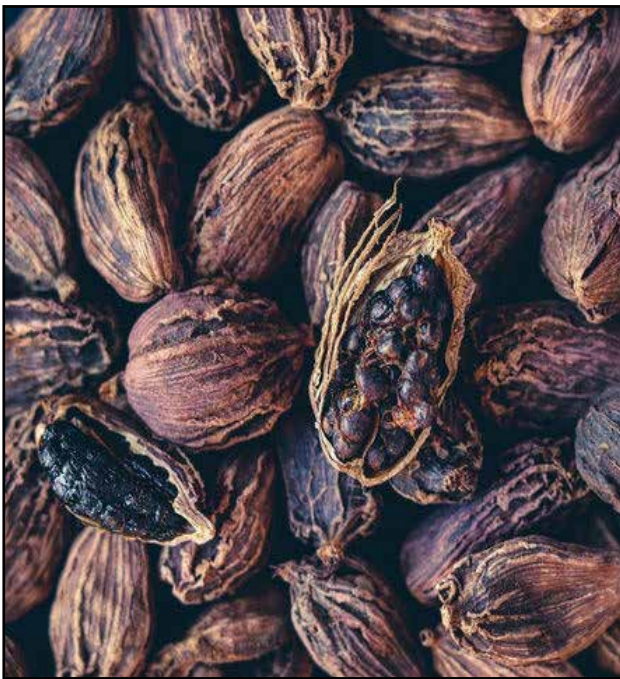
Sikkim's Airport :

- Bagdogra Airport
- Pakyong Airport

Sikkim uses the below Ports for exports :

- Nhava Sheva Sea Port, Mumbai
- Kolkata Air
- Kolkata Sea Port, Kolkata
- Raxaul Land, Bihar (India-Nepal Border)
- Mumbai Air

G.I. Products of Sikkim :



Business Contacts :

- Contact the Sikkim State Government website – www.sikkim.gov.in
- Sikkim Chamber of Commerce – www.scc.com
- CII – Sikkim Chapter – www.cii.in (Sikkim)

The Buddha Park of Ravangla, also known as Tathagata Tsal, is situated near Ravangla in South Sikkim district of the Indian state of Sikkim.

The statue, built of 60 tonnes of copper, is an example of repousse work. Mount Narsing forms the backdrop to the statue.

The park has a tranquil setting with spacious pathways, and there is a Buddhist conclave, a meditation centre and a museum with a spiral gallery.



Product – Areca Nut

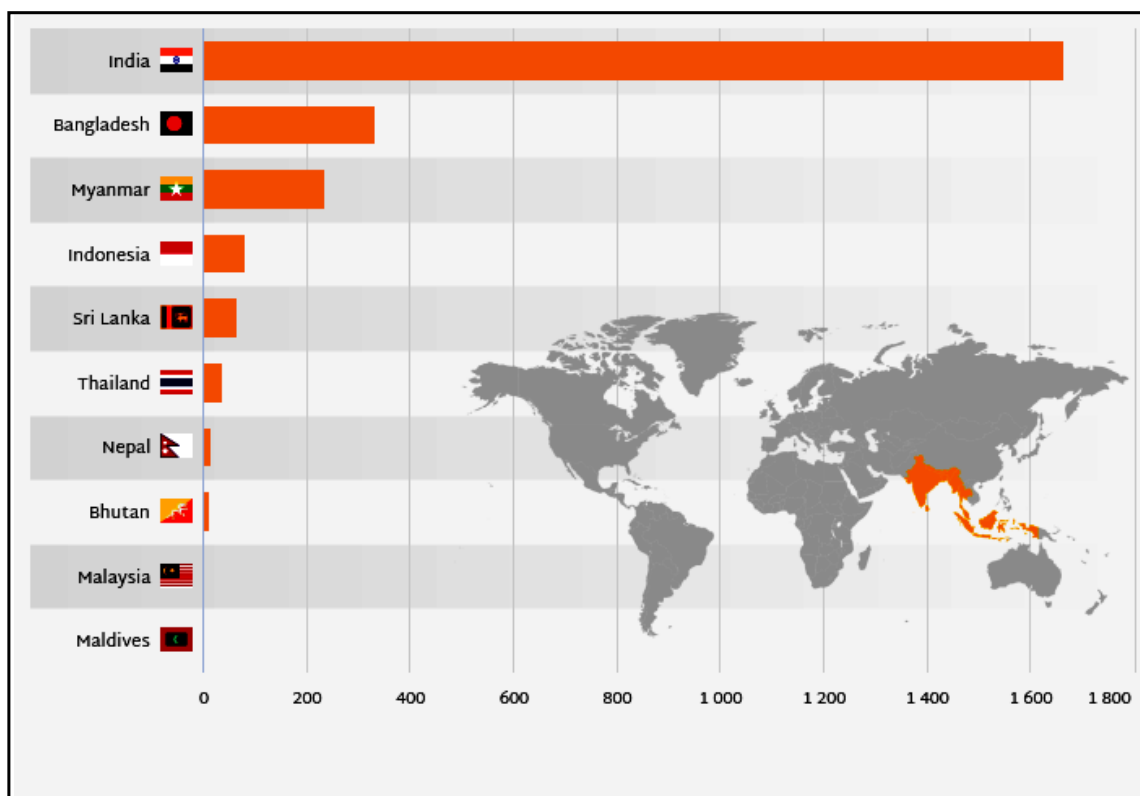
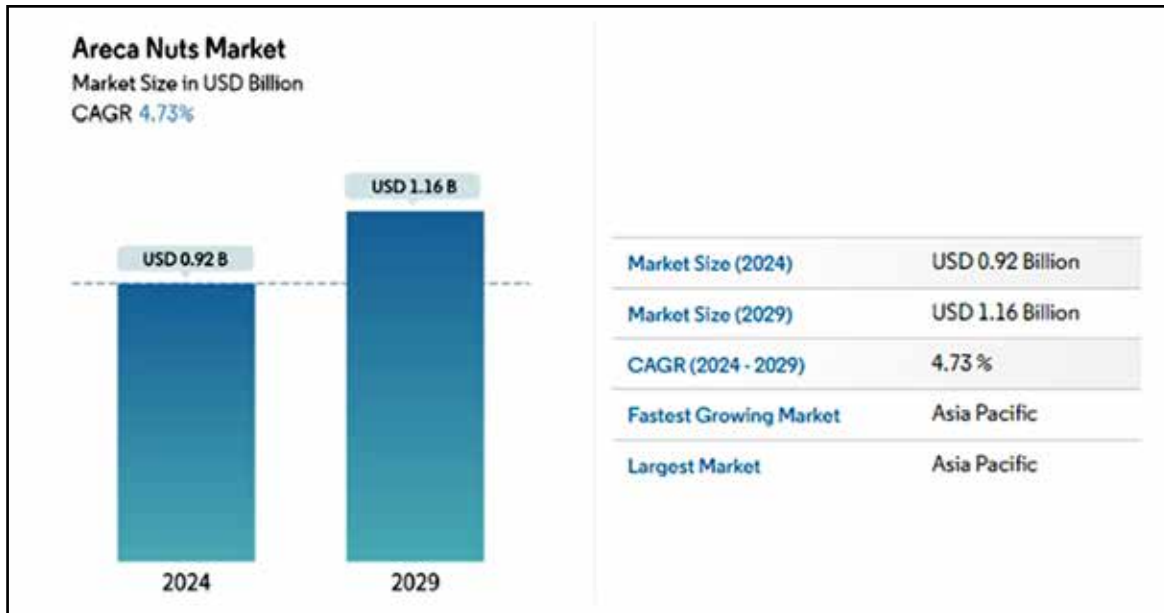
- HS Code of Supari / Betel Nut / Areca Nut – 21069030
- Product – Other nuts, Fresh or Dried, whether or not shelled or peeled; Areca Nuts; Whole
 - Government Policy – Export Permitted Freely
 - Duty Drawback – 0.15 %
 - RoDTEP – 2.5 % of FOB value; Cap is 11.9 per kilogram (FOB)
 - TMA* – Range is Rs. 12600 – 31500 (normal container);
 - Rs. 21000 – 43050 (Reefer container).
 - Rs. 5.6 per kilogram (by Air)
 - TMA depends up on the country* (Check with DGFT)
 - GST & Other Levies – 5%
 - Apeda – www.apeda.gov.in



Total consumption and market demand in the country is around **1 million tonne per year**. There is a shortage of arecanut," he said. However, import of arecanut has gone up by more than 100%, both in terms of quantity and value, during the first eight months of the current financial year.

Areca Nuts Market Analysis :

The Areca Nuts Market size is estimated at USD 0.92 billion in 2024, and is expected to reach USD 1.16 billion by 2029, growing at a CAGR of 4.73% during the forecast period (2024-2029).



Consumption Habits :

- India is the largest producer of Areca nuts / Supari / betel nuts
- India is the largest consumer of Areca nuts.
- Indians eat Areca nuts and Areca leaves as a mouth freshener.
- Various regions have their cultural traditions of pan (areca nut + leaf with other condiments like tobacco etc.)
- The ever-growing demand for areca products, such as pan, scented supari, and pan masala in countries like Sri Lanka, Nepal, the United Arab Emirates, Mexico, Thailand, and Singapore drives the growth of the areca nut market.
- Total consumption and market demand of areca nuts in India is around one million ton per year.
- There is a shortage of areca nut in India against the consumption.
- Import of arecanut has gone up by more than 100%, both in terms of quantity and value, during the first eight months of the current financial year.

Importing Areca Nut :

Minimum Import Price (MIP) has been fixed at Rs. 251/ kg on areca nut and import of areca nut is prohibited, if the CIF (Cost, Insurance and Freight) value is below Rs. 251/kg. Thus, adequate measures have been placed so as to prevent import of cheap areca nut into the country.

India Imports Areca Nuts from :

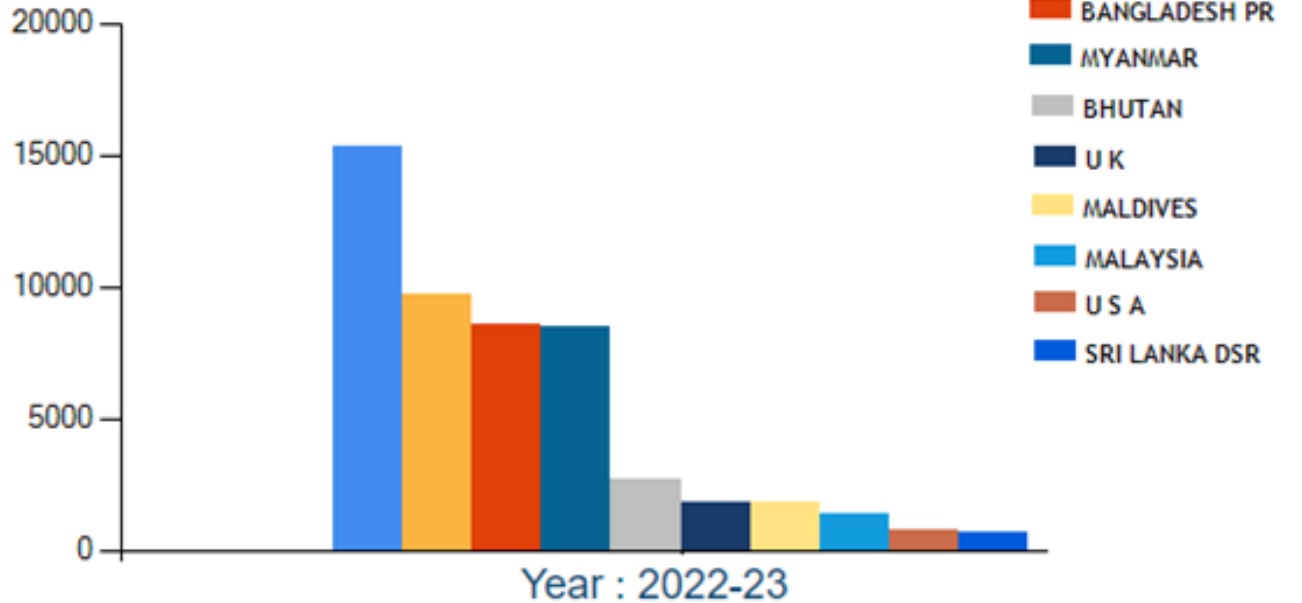
- Sri Lanka
- Indonesia
- Myanmar
- Bangladesh

Varieties of Areca Nuts :

Mangala, Sumangala, Subamangala, Mohitnagar, Srimangala, Samruthi (Andaman), Hirehalli dwarf, VTLAH 1, 2 and Thirthahalli dwarf. Arecanut is capable of growing in a variety of soils. It thrives best in well drained soils.

Export from India

Value in Lakhs



In India there are **two varieties** of areca nut, also called supari in Hindi language.



Red Areca Nut Variety



White Areca Nut Variety

Quality Parameters :

In arecanut, plant height, husk thickness, kernel breadth and dry weight of kernel are important characters to be accounted for gaining improvement in yield per palm.

Fully ripened nuts having weight of above 35 g should be selected. The nuts selected should float vertically with calyx-end pointing upwards when allowed to float on water.

Sevardhan Betel Nuts (Diameter Around 24mm to 26mm) Betal Nut is an important crop in India and finds a place in all religious, social and cultural functions and events in India.

Certificates and Accreditation :

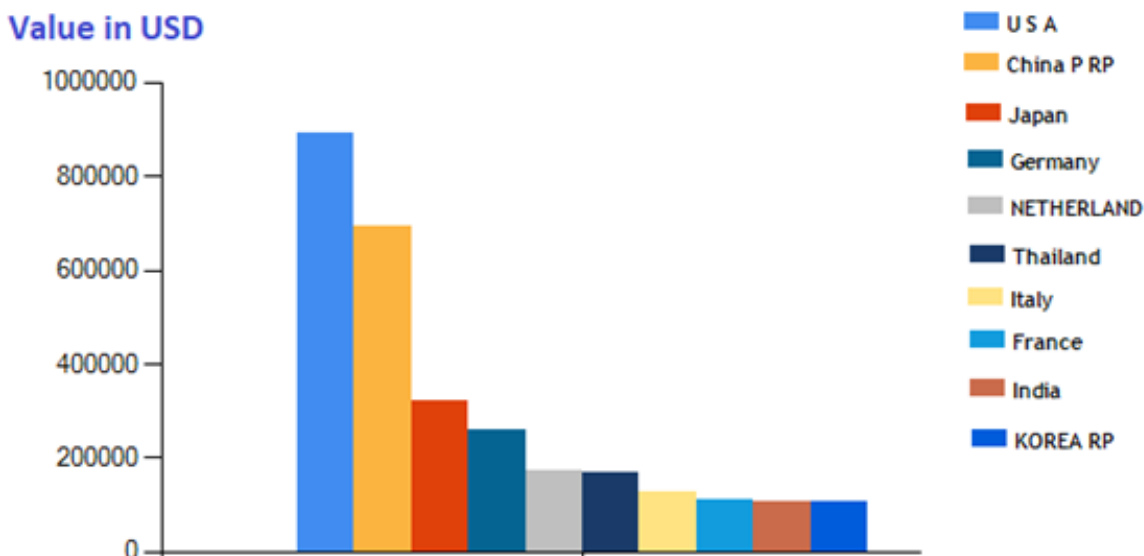
- APEDA – RCMC
- FSSAI
- NABL lab testing
- Phytosanitary
- ISO
- Fair Trade Certificate
- G.I. Certificate
- FDA

Uses of Areca Nuts :

Areca nut and the plant as a whole is used widely in India and South Asia as: a masticator for chewing purposes, vegetable, medicine, stimulant, timber, fuel wood, clothing, wrapping, lubricant, tannin and so forth. The nut is chewed with the betel leaf as it has a stimulating effect.

Areca nut husk is used to make many industrial products such as hardboard, insulation wool, cushions, paper, paper board and activated carbon.

Top Importing Countries



State-Wise Production of Areca Nuts



Sirsi in Karnataka is the Capital of Areca Nuts in India.

Packaging of Areca Nuts :

- Keep the nuts safe from Light, Moisture and Oxygen
- Keep safe from Microbial spoilage

Pack in :

- FIBC bags, Jute bags,
- Non-Woven HDPE bags
- Corrugated Boxes
- BOPP bags
- Primary, Secondary and Tertiary Packaging is recommended
- Small quantities can be packaged in stand-up pouches

Pricing and Margin :

- The right quality of areca nuts is priced in India at Rs. 2500 to 5000 per 100 kilogram (or one quintal).
- In the domestic market and also abroad, areca nuts fetch a high margin.

- Areca Nuts (whole) can fetch an FOB price of USD 5.50 to 7.00 per Kg. This is an indicative price.
- Areca Nuts is a commodity, hence regular price index must be checked before exporting or importing.
- The price of arecanut in the major markets of Karnataka is on the rise due to both a supply shortfall and rising demand.



Products from Areca Palm Tree



Palm Leaf



Areca Nut



Areca Palm Leaf Dinnerware

Cash Crops of India – Part : 1



Cash Crops of India – Part : 2

Sugarcane



Silk



Mustard



Tea



Spices



Country – Switzerland

Swiss Confederation (Switzerland)



- Swiss, officially the Swiss Confederation is a country located primarily in Western Europe.
- Swiss shares borders with France, Germany, Austria and Italy. It is a landlocked country.
- Switzerland is the birthplace of the Red Cross and hosts the headquarters or offices of most major international institutions, including the WTO, the WHO, the ILO, FIFA, and the United Nations.
- It is a founding member of the European Free Trade Association (EFTA), but not part of the European Union (EU), the European Economic Area, or the eurozone.
- Switzerland is a neutral European country, which is not a member of the North Atlantic Treaty Organization (NATO).
- The European Free Trade Association (EFTA) is the intergovernmental organization of Iceland, Liechtenstein, Norway and Switzerland. It was set up in 1960 by its then seven Member States for the promotion of free trade and economic integration between its members.

- Switzerland is known by multiple native names: depending up on the predominant languages. On coins and stamps, the Latin name, Confoederatio Helvetica—frequently shortened to "Helvetia"—is used instead of the spoken languages.
- Switzerland is a founding member of the EFTA. European Free Trade Association – EFTA – includes Iceland, Liechtenstein, Norway and Switzerland.
- Switzerland is geographically divided among the Swiss Plateau, the Alps and the Jura; the Alps occupy the greater part of the territory, whereas most of the country's population of 9 million are concentrated on the plateau, which hosts the largest cities and economic centres, including Zürich, Geneva and Basel.
- Switzerland is one of the world's most developed countries, with the highest nominal wealth per adult and the eighth-highest gross domestic product (GDP) per capita.

Capital	-	Bern
Language	-	French, German, Italian and Romansh
Time Zone	-	Bern is 3.30 hours behind India
Largest Cities	-	Geneva, Zurich, Basil, Bern, Lausanne
Currency	-	Swiss Franc (CHF)

1 CHF = 96.35 INR

1 CHF = 1.16 USD

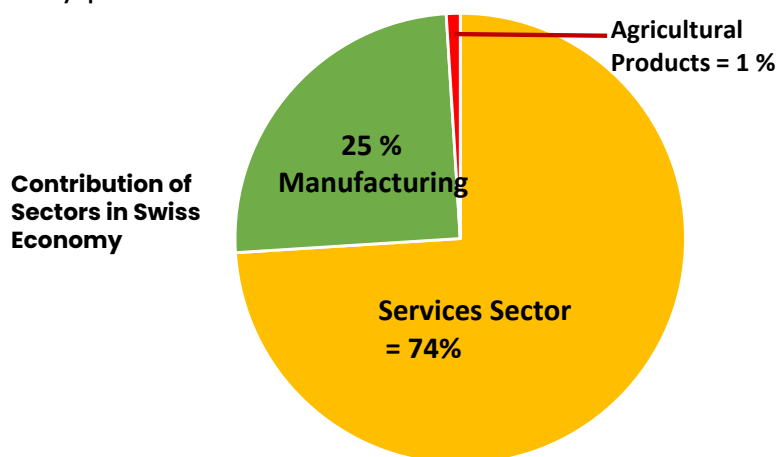
Working days – Monday to Friday; 8 am to 5.30 pm

- There are about 27,300 Indian residing in Swiss.
- Switzerland is famous for its mountains, clocks and its food – especially cheese, fondue and chocolates. It is also famous for its train rises, alpines lakes, grassy valleys, watches, Swiss Army knives, Chapel bridge of Lucerne, landscape and nature in abundance.
- It is a tourist country. Tourism contributes 3% to the Swiss GDP.

Major Agricultural Products :

- Cereals like wheat, barley and corn
- Livestock such as beef, pork, raw milk and cheese
- Apples, pears, cherry, plum, berries, kiwi, must, strawberry, grapes etc

- Tomatoes, potatoes, carrots, cucumbers, red peppers, asparagus, lettuce etc
- Specialty dairy products



Major Industries of Switzerland	
Machinery	Tourism
Chemicals	Banking
Watches	Insurance
Precision Instruments	Pharmaceuticals

Switzerland Trade Partners	
Export Countries	Import Countries
United States	Germany
Germany	United Kingdom
China	United States
India	Italy
Italy	China
France	France
United Kingdom	Austria
Spain	Spain
Austria	United Arab Emirates
Hong Kong	Netherlands

Note: India ranks 4th in Importing from Switzerland; India ranks 40th in exporting to Switzerland

Top products traded between India and Switzerland :

Bilateral Trade Between Switzerland and India	
India Exports to Switzerland	Switzerland Exports to India
Diamonds	Gold
Nitrogen Heterocyclic Compounds	Packaged Medicaments
Ketones and Quinones	Blood, Vaccines, Antisera, Toxins etc
Hot Rolled Iron	Watches
Non-Knit Women's suits	Coal Briquettes
Coffee	Soyabean Oil
Leather footwear	
Aircraft Parts	

India – Swiss Bilateral Trade Relations – 2023 :

- India Exports to Swiss 2.01 billion USD
- Swiss Exports to India 31.8 billion USD
- India is a trade deficit country with Switzerland

Ports of Switzerland :

The Swiss Rhine ports provide a gateway to the sea

The Basel Port is Switzerland's most important river port. It is divided into three zones or sub-ports namely- the

- Port of Kleinhüningen,
- Port Birsfelden and
- Port Muttenz-Au.

All these three ports are linked to the major European roadways and railways as well.

Since the Swiss Customs Act 2005 came into force in 2009, free ports are within the Swiss customs territory, albeit subject to a specific customs regime. Goods stored in a free port do not go through Swiss Customs.

Their duty-free status is unaffected.

Business :

- Chamber of Commerce & Industry of Switzerland; www.sihk.ch
- Swiss Chamber of Commerce; www.swisscham.se (Swiss + Sweden)
- Swiss – India Chamber of Commerce; www.sicc.ch



Bilateral Relations between India and Swiss :

Peaceful and friendly relations like the one between Switzerland and India are the way to go, especially in today's era of war, Swiss Ambassador Ralf Heckner said at the 'SwitzerlandIndia in Bloom' event here marking the 75 years of friendship treaty between the two countries.



Exporter of the Month

Pravin Kumar Jain, an enthusiast exporter of FIBC bags.

An exporter of FIBC – Flexible Intermediate Bulk Containers.

For the last 5 years Pravin has been exporting FIBC bags to his foreign clients.



Pravin Kumar Jain

Pravinkumar Jain, a remarkable first-generation exporter, exemplifies the spirit of resilience and determination. From humble beginnings, he has forged a path that transcends borders, turning FIBC bags into a global enterprise. His unwavering work ethic, laser-focused mindset, and keen business acumen have propelled him to soaring heights of success. Pravinkumar Jain doesn't merely chase profits; he crafts opportunities, shapes industries, and leaves an indelible mark on the world of business. His journey inspires us all—a testament to the power of grit and vision.

We, from iiiEM Community, wish you the best for a long-standing business success.

Keep it up !



International Trade Fairs

The most effective way to find genuine buyers & suppliers for Export Import Industry. Visiting International Trade Fairs is beneficial in various ways :

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

International Trade Fairs - Outside India				
Exhibition	Industries	City	Country	2024
Gulfood 2024	Fresh & Processed Food & Beverages	Dubai	U.A.E.	19 - 23 Feb
Beauty Kenya	Fashion and Beauty	Nairobi	Kenya	23 - 25 Feb
Sino Pack	Packing & Packaging Technology	Guangzhou	China	4 - 6 March
Priniting South China	Packaging Products	Guangzhou	China	4 - 6 March
Int'l Yarn & Fabric Show	Yarns, Fabrics, Trims, and Accessories	Dhaka	Bangladesh	6 - 9 March
Textile Asia	Textile, Fibre, Fabric, etc	Karachi	Pakistan	1 - 3 March
HomeMakers Expo	Home furnishing, Gifts, Fashion, Beauty, Camping	Capetown	South Africa	1 - 3 March
MIFF 2024	Malaysian International Furniture Fair	Kuala Lumpur	Malaysia	1 - 4 March
ICE Europe	Machines, Non-woven, Films, Foils etc.	Munchen	Germany	12 - 14 March
ExpoMabel 2024	Furniture, Interior Textile, Home Accessories	Sofia	Bulgaria	13 - 16 March
Food & Pack	Food, Beverage and FoodPack Tech	Accra	Ghana	19 - 21 March
Fashion Access	Fashion Exhibition	Hong Kong	Hong Kong	19 - 21 March
ANPIC	Leather Goods, Shoes, Machinery Products	Leon	Mexico	24 - 26 April
ANUGA Select Brazil	Food and Beverage	Sao Paulo	Brazil	9 - 11 April
Halal Expo	Halal Lifestyle	Toronto	Canada	8 - 9 May
Poultry & Livestock	Poultry & Livestock	Dhaka	Bangladesh	9 - 11 May
Optatec Show 2024	Home, Office and School Supplies, Machinery	Frankfurt	Germany	14 - 16 May
PlastPrintPack 2024	Plastic, Printing, Rubber, Packaging etc Products	Addis Ababa	Ethiopia	16 - 18 May
Saudi Food Show	Fresh & Processed Food & Beverages	Riyadh	Saudi Arabia	21 - 23 May
Mega Ceramic Nigeria 2024	Ceramics and sanitary ware, Kitechware etc	Lagos	Nigeria	21 - 23 May
HomeTex	Textile, Fibre, Fabric, etc	Istanbul	Turkiye	21 - 25 May
Thaifex	Fresh & Processed Food & Beverages	Pak Kret	Thailand	28 - 31 May
Glass South America	Glass technology and Design	Sao Paulo	Brazil	12 - 15 June
Natural Tech	Natural Products	Sao Paulo	Brazil	12 - 15 June
SIAL France	Fresh & Processed Food & Beverages	Paris	France	20 - 23 Oct

*Kindly check details before planning a visit.

Source: www.10times.com; www.tradefairdates.com

New Videos Released

KINGDOM OF BELGIUM
देश के साथ शुरू करें **EXPORT IMPORT BUSINESS**



KNOW MY COUNTRY

INDIA में सबसे ज्यादा **PRODUCE** होने वाला **PRODUCT** **MAKHANA** का **EXPORT** ऐसे करें



KNOW MY PRODUCT

VEGETABLES & FRUITS के लिए **POPULAR STATE** **बिहार** से **EXPORT IMPORT BUSINESS** शुरू करें



KNOW MY STATE

CASTOR OIL
MANUFACTURER & EXPORTER

MEET
Dilip Padhya



PART 2

SLOVAKIA
(SLOVAK REPUBLIC)
COUNTRY में **EXPORT IMPORT** ऐसे करें



KNOW MY COUNTRY

VIBRANT GUJARAT 2024
COLORFUL MOMENTS OF PROGRESS IN BHARAT



IMPORTER OF INDIGO
BLUE DYESTUFFS

MEET
Samir Sheth



EXPORT IMPORT BUSINESS में **INSURANCE** लेना फायदेमंद है या नहीं?



#ASKiiiEM Q & A



IIEM

An Export Import Training Center

Wishes
thanks & gratitude to
all its participants & associates





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Kolkata



Vadodara



GUIDING LIGHT



Devang Pandey

Dear Mr. Devang Pandey Sir,

As we gather to honor your deep experience, unwavering commitment, and insatiable thirst for knowledge, we find ourselves in awe of your remarkable journey. You are not merely a teacher; you are a beacon—a guiding light that illuminates the path for countless students.

Your mentorship transcends the classroom. You don't just impart knowledge; you ignite curiosity, spark inspiration, and kindle the flames of ambition. Your dedication to your students' progress is evident in every lecture, every discussion, and every late-night email answered promptly.

But it's more than that. You carve pathways—like a master sculptor shaping marble—leading your students toward futures they hadn't dared dream. You instill resilience, courage, and the audacity to reach for the stars. Your impact extends far beyond the syllabus; it echoes in the corridors of success where your students tread.

So, here's to you—the architect of aspirations, the curator of dreams. May your hunger for learning remain insatiable, and may your legacy continue to flourish. As you guide us forward, remember that your influence extends beyond the classroom walls—it reverberates through generations.

Congratulations, dear mentor. Your light shines brightly, and we are forever grateful.

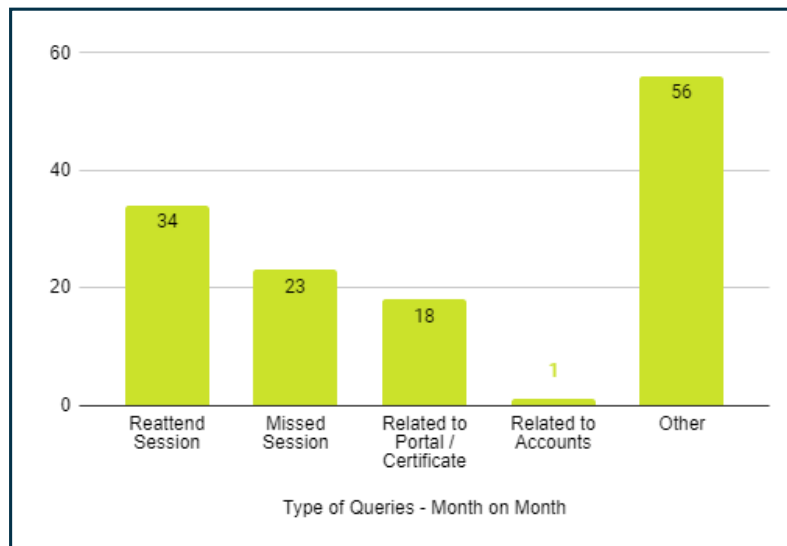
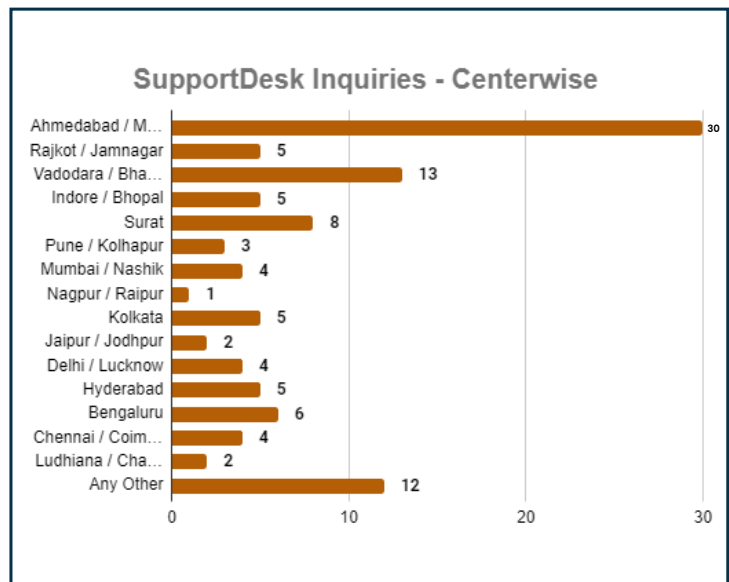
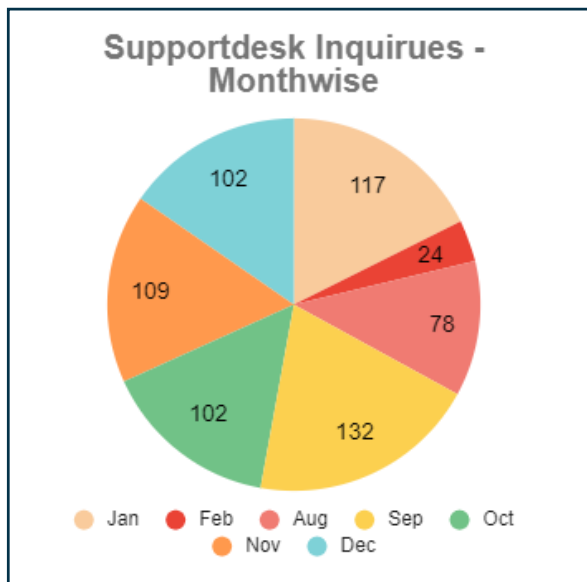
**With admiration and respect,
Team iiiEM**

iiiEM Support Services Analysis

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

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

We bring for you here the Analytical reports of the iiiEM Free Lifetime Services for January 2024.



New Initiatives by iiiEM

1. International Trade Tours with iiiEM

- The International Trade Tours as designed by iiiEM, gives an edge to the entire Business experience in a new way. The participants going to visit an International Trade Fair will be advantageous with:

Highlights

- iiiEM Mentor travelling with the group for guidance, support, mentoring for Foreign Trade
- iiiEM tours you to the local markets for business networking
- iiiEM demonstrates communication with the stall owners, suppliers, identifying a buyer,
- How to talk about your product etc.
- iiiEM guides you for a business deal.

Upcoming Trade Tours

- Gulfood 2024, Dubai - Feb 2024
- Canton 2024, China - Apr 2024

2. iConnect

Virtual meeting for Export Import related knowledge and queries for students of iiiEM

Alternate Thursdays at 4 PM

3. iiiEM Alumni Groups

Alumni of iiiEM groups on WhatsApp for regular updates on industry news countries, products, Trade Fairs, etc.

4. Website

iiiEM is designing a website exclusively for its registered participants/associates and students.

Please contact : https://bit.ly/iiiEM_iSupport_Registration_Form

5. 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 : https://bit.ly/iiiEM_iSupport_Registration_Form

6. Placements

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

Free Registration for Applying for Jobs –

Please contact : https://bit.ly/iiiEM_iSupport_Registration_Form

Did You Know ?

Saudi Arabia does NOT have a single river, flowing within its boundaries. Saudi Arabia is the largest country in the world with no rivers at 830,000 square miles. There are no rivers or lakes or areas of abundant natural vegetation because rainfall is scant to non-existent.

January 2024 Quiz to Win

<https://forms.gle/c1CJMHTVmjtTVUSB8>



Congratulations



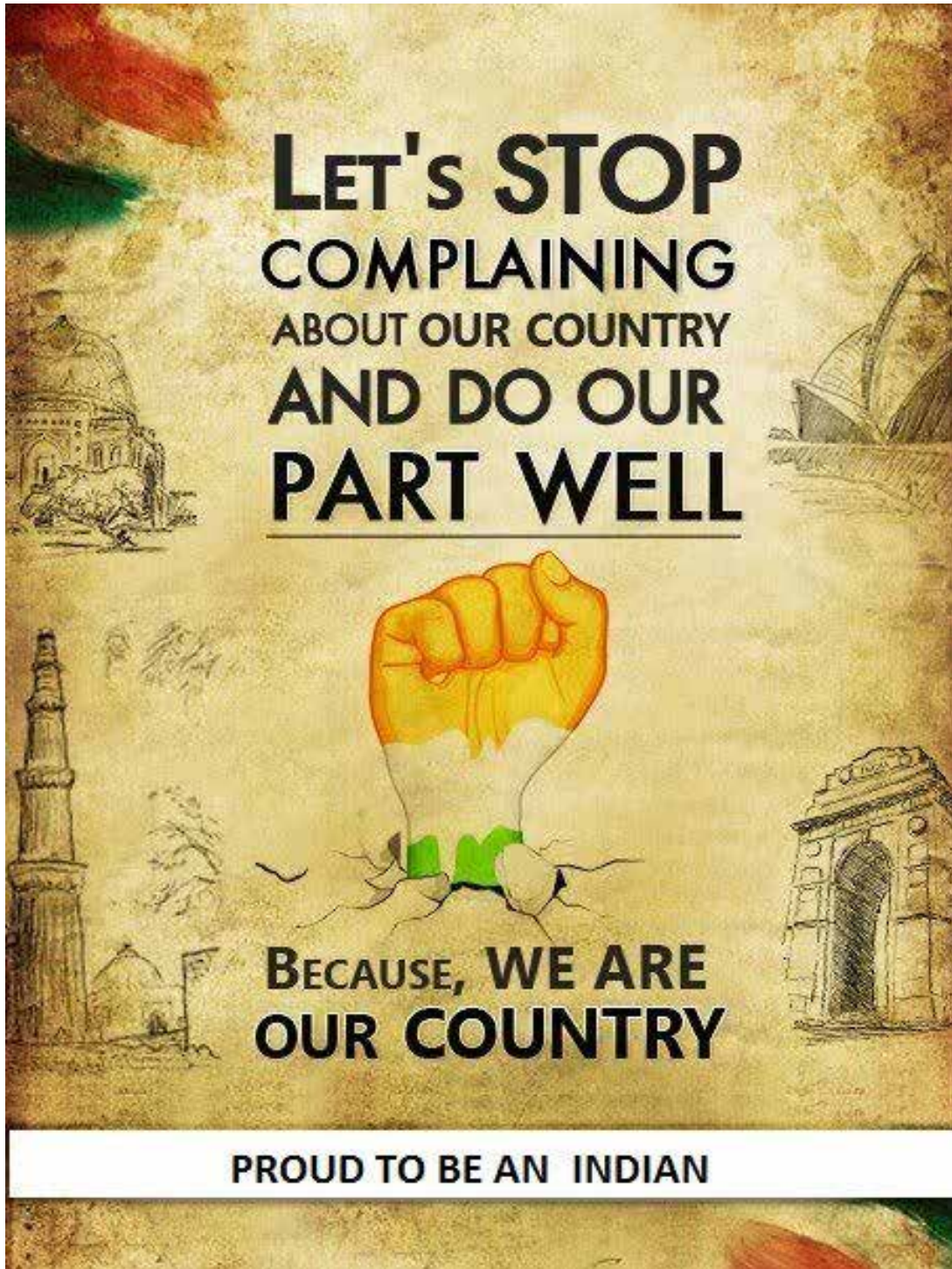
Name : Ashish Mehta
Location : Vadodara



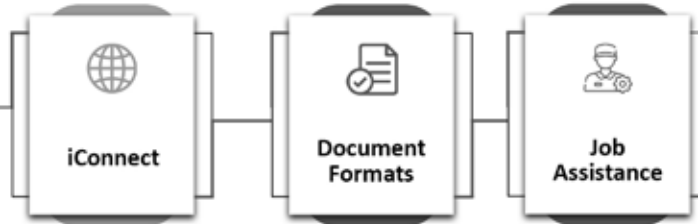
Name : Manavadaria
Vivek Nitinbhai
Location : Surat



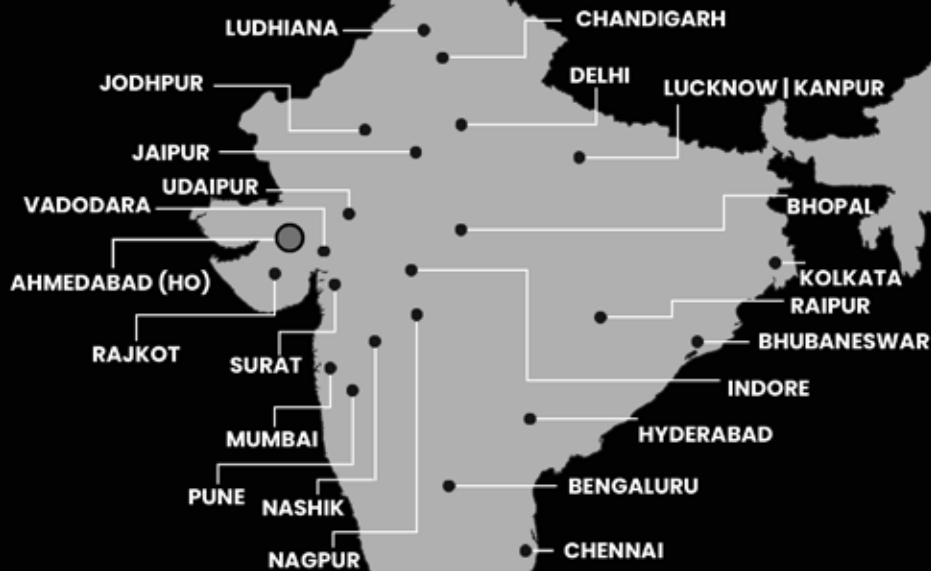
Name : Dhruv Galiya
Location : Bhavnagar



iiiEM Lifetime Free Support Services



iiiEM PRESENCE



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