

प्रारम्भ PRARAMBH

An Export Import Trade Magazine



An Initiative by **IIEM**

October 2023



Forward

Prarambh, your one-stop magazine for all updates, news and more on export Import industry.

While we are preparing this edition, there are major political, diplomatic and geographical unrests of all sorts going on in the world.

The Russia – Ukraine differences are not yet resolved, we hear China – Taiwan disturbances, and while this too is unclear, Canada picks up a diplomatic issue with India and there before the puzzle is solved, Hamas attacks Israel!

One wonders, can I do business with other countries in such a distressed world?

On the other hand, one also finds opportunities in the peaceful countries.

Without business the world cannot survive, countries need the basics and we all need our share of daily bread. Whether the countries are in a disarray, fragmentary or troubled, economy must always go on.

The world is made up of 195 sovereign countries and add to it 58 dependent territories. It is huge a market outside India. There are lakhs of products. There are basic necessities and also the flavors of India, all sorts of products, commodities and services can be exported.

As long as mankind exist, business will run and foreign trade will flourish.

Select your product.

Shortlist your target country.

Start Exporting!

Wishing you all a Joyful and safe Diwali.

Enjoy with Family and Friends the New Year!

Happy Festivals.

Team iiiEM.

1. India and the World

a. Message from the CMD	4 & 5
b. From the Editor's Desk	6, 7 & 8
c. Trade Knowledge - Foreign Currency	9 & 10
d. Atulaya Bharat	11
e. Product - Makhana or Foxnuts	12, 13, 14, 15 & 16
f. Country - Russia	17, 18, 19 & 20
g. State of India - Tamil Nadu	21, 22 & 23
h. G.I. Products of India	24
i. Exporter of the Month	25
j. Trade Fairs and Exhibitions in India	26
k. New Videos Released	27

2. The World of iiiEM

a. International Trade Tours	29
b. Awareness Campaigns - Seminars	30
c. Visit to ICD / Port	31
d. Export Incubation - Pragati	32
e. Batch Launch in Various Cities	33
f. Guiding Light - Mentor of the Month	34
g. iiiEM Support Services Analysis	35
h. New Initiatives by iiiEM	36 & 37
i. Quiz, Reply and Win	38
j. Jaago India Jaago	39
k. Information on iiiEM	40

Indian Currency used in International Trade

Since the end of World War II, the United States dollar (USD) has been the world's most important means of exchange. It is the most commonly held reserve currency and the most widely used currency for international trade and other transactions around the world.

The Dollar dominance has created hegemony now for several decades. It has been ruling over the world for decades. There are pros and cons in using USD.

As of July 2023, China has by far the most reported foreign currency reserves of any country, with more than \$3 trillion. India is the fourth largest in foreign currency reserves as on October 2024.

As is observed that the aggressive use of sanctions (banning by the western countries) is threatening the dollar's hegemony. Like the current sanctions on Russia. Russia's Foreign Currency reserves are frozen and other countries are not allowed to trade with Russia in USD.

With such incidences of sanctions being brought to force, countries are finding their own ways for international trade settlement, like India. Following such sanctions, countries such as India, have explored ways to continue trading with Russia that don't involve the dollar.

So India has decided to revive its old Indo-Soviet agreement of 1953 of trading in Ruble-INR for its bilateral



trade. Indian Rupees (INR) is thus being used for international trade settlement. With this precedence, India has once again introduced trade settlement in INR, not only with Russia but with many other countries.

In this significant move, eighteen countries have agreed to start trading in Indian Rupees, making it a global currency. The move is aimed at strengthening economic ties and increasing trade between India and other countries. This decision will provide an impetus to India's goal of making the Rupee an international currency.

The countries that have agreed to trade in the Indian Rupee include Nepal, Bhutan, Myanmar, Sri Lanka, Maldives, United Arab Emirates, Iran, Iraq, Yemen, Bahrain, Oman, Qatar, Saudi Arabia, Syria, Jordan, Lebanon, and Egypt.

The agreement to trade in the Indian Rupee will benefit India of course, and will also provide several advantages to other countries.

The Indian Currency going Global is a new phenomenon of ease of doing business for the Indian businessmen

and its corresponding buyer or seller in another country.

Although a small part of the world transactions, the INR has done fairly well in the last 17 months from July 2022.

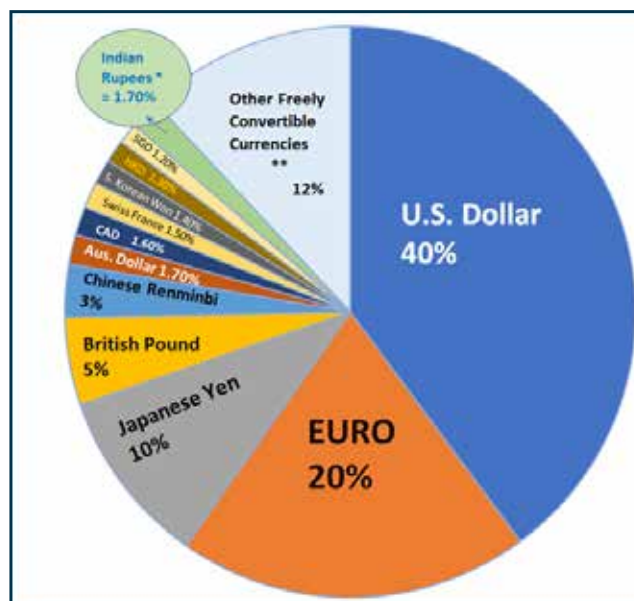
Top Currencies used in International Trade - 2023

- Except for INR, all other currencies are freely convertible**.

*INR is used between two countries, example Russia – India or Iran – India etc. so

- this is specific agreement between two respective countries.

- The above listed 18 countries has agreed to trade with India in INR.



This is a milestone achievement by the Reserve Bank of India and the Finance Ministry of India.

Hail India.

Dipak Sudhir Manohar

P.S. watch out video on INR goes International

<https://www.youtube.com/watch?v=ZMKWITFRjaQ>

Globalization - Indian Economy in Conflicting Times

Globalization is the free movement of people, goods, and services across boundaries. This movement is managed in a unified and integrated manner. Powered by the international trade, foreign trade agreements, and settlement of trade in foreign currencies, have all led to stronger economies and progressive markets.



Globalization represents the integration of a national economy with the global economy. It portrays the interdependence of economies, and cultures, in various countries. Resultantly, it increases cross-border trade and investments and exchange of ideas, technologies and increases the flow of information.

It is globalization when:

- You are eating a banana from Ecuador, in India.
- You are wearing a shirt made in Bangladesh.
- You are driving a car made in Japan.
- You are using a smartphone with a design from the USA, components from Taiwan, assembling in China.
- You use turmeric from India in your Arabic kitchen
- You are using cow dung cakes in Germany as air purifier
- You are watching a movie on Netflix that was produced in Spain.
- You are working for a company that has offices in multiple countries.
- You are studying abroad in another country.
- You are communicating with friends and family members who live in other countries on social media.

With globalization, the world have made progress. Technology transfers, foreign direct investments, better services, extensions of market, shared resources, improved infrastructure, increase in living standards and affordable commodities.



On the other hand, we have sadly, witnessed the world in the times of lockdowns, shortages of the raw materials, supply chain disruptions, debt-piles, shortage of foreign currency reserves, conflicting times with Russia – Ukraine and Israel Gaza wars, and above all the climate change with its steady depletion resources and adversities. This is a requiem to Globalization, the flip side.

Globalization can be an infecting virus too. It catches up fast and spreads like a wild fire across the countries if turned adverse. It infects the economies of the countries as strong as China or the U.S.A. and stalls the growth of the fairly well progressing country like India or Brazil. **This works like a domino effect.**



India has shown a good resistance to the pandemic times and recovered well in terms of the GDP. However, this time the sail is against the winds.

This time will India's economy be resilient to withstand the polycrisis?

Polycrisis is a cluster of risks and challenges of the conflicting countries, are more adverse with compounding effects. Most countries are facing inflation with some fearing recession

in 2024 amidst the 20 months of war between Russia –Ukraine, and some 20 days of war between Israel and Gaza.

months of war between Russia –Ukraine, and some 20 days of war between Israel and Gaza.

India turned the challenge into an opportunity very smartly during the Russia-Ukraine war. **The Ruble-INR trade settlement** brought in new avenues for growth for India.

The Israel-Hamas war impact can be felt harshly by India. Israel is the third-largest Asian trade partner of India and 10th overall.

- This means that if the terror attacks and war lead to the stop of bilateral trade between the two countries, India could lose out on goods worth Rs. 25,000 crore, leading to a spike in prices of some household items.
- Israel's major exports to India include precious stones and metals, electronic equipment, fertilizers, machines, engines, pumps, medical and technical equipment, organic and inorganic chemicals, salt, sulphur, stone, cement, and plastics, all of which are of essential use in major industries and factories.

This geopolitical conflict between Israel and Palestinian terrorist group Hamas has brought fresh global headwinds for the Indian economy. In just 20 days, the international crude oil prices have risen over 5 per cent. When oil prices rise, the cost of production for

various industries and energy costs for businesses and households also surge, driving global inflation higher.

The economic impact of global oil supply have important implications for India – a net importer of crude oil – to deliver price stability. The Indian economy may succumb to the rising crude oil prices flowing along the global trends of inflation and slowdown.

The diplomatic conflict between India and Canada may result in yet another tilting economy for India. India imports two major Agricultural commodities from Canada,

- Muriate of potash (MOP), the third most consumed fertilizer
- Masur Dal (the red lentils)

Currently India has a good stock of red lentils. However, we need better and alternate plans for sourcing the same from Australia now.

Globalization has its advantages, certainly.

Adversities can pull the strings of puppets down too.

So far, India continues sailing smooth with its macroeconomic stability.

Let us keep our good omens bright and shining.

We hope and pray for India to be patient and resilient in such adversities.

See you in the next one.

Trupti Shah




WHY THE HUMBLE LENTIL MATTERS						
Masoor imports into India from Canada (in tonnes)						
Year	Australia	Canada	Total#	% share*	% share***	% share***
2018-19	14,960.36	204,233.97	248,803.27	82.09	6.01	
2019-20	116,177.02	648,740.81	853,638.13	76.00	13.61	
2020-21	132,564.09	909,271.38	1,115,729.19	81.50	11.88	
2021-22	134,814.20	523,367.19	667,430.90	78.42	20.20	
2022-23	355,179.09	485,492.06	858,437.29	56.56	41.38	
2023-24**	199,240.97	95,892.82	296,622.25	32.33	67.17	

Note: *Share of Canada in total imports; ***Share of Australia in total masur imports; # total might not match as all countries haven't been included; **From April to June 2023; Source: iGrain India and traders

Trade Knowledge – Foreign Currency

Freely Convertible and Strongest Currencies

Generally in monetary economics, in a single economy, money fulfills three basic functions :

- it serves as medium of exchange,
- a unit of account, and
- a store of value.

For example in India, we use the Indian Rupee (INR) for the above three functions.

In International transactions there are multiple countries and currencies being used. Hence, it is pertinent that we use a “common” currency, so that no country (or its exporters or importers) suffer loss of value to its home currency. So we have one fundamental difference between the use of money in a single economy and the use of an international currency in a multi-economy setting.

International Monetary Fund and the other apex banking systems of all countries have concluded that the following currencies can be used to settle payments in international trade :

Foreign Currency used in International Trade			
Australian Dollar AUD	Bahrain Dinar BHD	Canadian Dollar CAD	
Danish Kroner DKK	EURO EUR	Hong Kong Dollar HKD	Kenya Shilling KES
Kuwait Dinar KWD	New Zealand Dollar NZD	Norwegian Kroner NOK	
Pound Sterling GBP	Saudi Arabian Riyal SAR	Singapore Dollar SGD	S. African Rand ZAR
Swedish Kroner SEK	Swiss Franc CHF	UAE Dirhan AED	
US Dollar USD			

The U.S. Dollar is the world's biggest economy, but that does not automatically translate to currency value.

Freely convertible currencies are listed as above.

And the **“strongest currencies”** are listed below with their exchange rates.

The Kuwaiti dinar is the strongest currency in the world. Kuwaiti Dinar or KWD has been crowned the highest currency in the world. It is widely used in the Middle East for oil-based transactions. 1 Kuwaiti Dinar is equal to 268.97 INR.

Omani Rial and Jordanian Dinar are not in the list of freely convertible currencies, yet they are stronger than the USD.

Strongest Currencies	
Currency	Approx Exchange Rate
Kuwaiti Dinar	1 KWD = 3.24 USD
Bahrain Dinar	1 BHD = 2.65 USD
Omani Rial*	1 OMR = 2.60 USD
Jordanian Dinar*	1 JOD = 1.41 USD
GB Pound	1 GBP = 1.22 USD
Swiss Franc	1 CHF = 1.10 USD
Euro	1 EUR = 1.06 USD

* are not freely convertible currencies

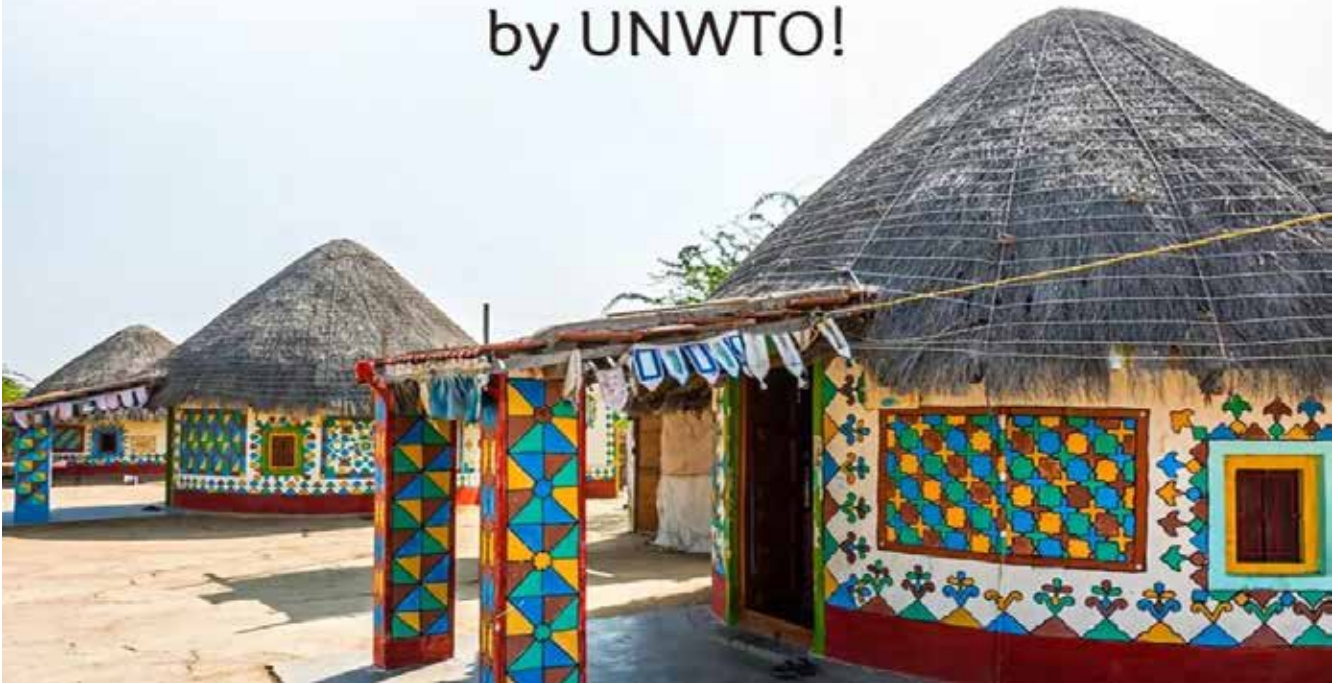
Dhordo, Kutch

Where Culture Meets Conservation

Awarded as

Best Tourism Village

by UNWTO!



The government treated this border village as the first village instead of the last village. The tourism department built all the required infrastructure, organized the Kutch Rann Utsav, and made it a global tourism destination. Today, the **Best Village award by UNWTO 2023** is yet another exhibit of the farsighted vision to empower local communities and make India a global hub.

Product – Makhana or Foxnuts

HS Code : **19041090**

Description : Prepared foods obtained by the swelling & roasted cereal

Export Development Council = Apeda

Govt. benefits – Duty Drawback & RoDTEP

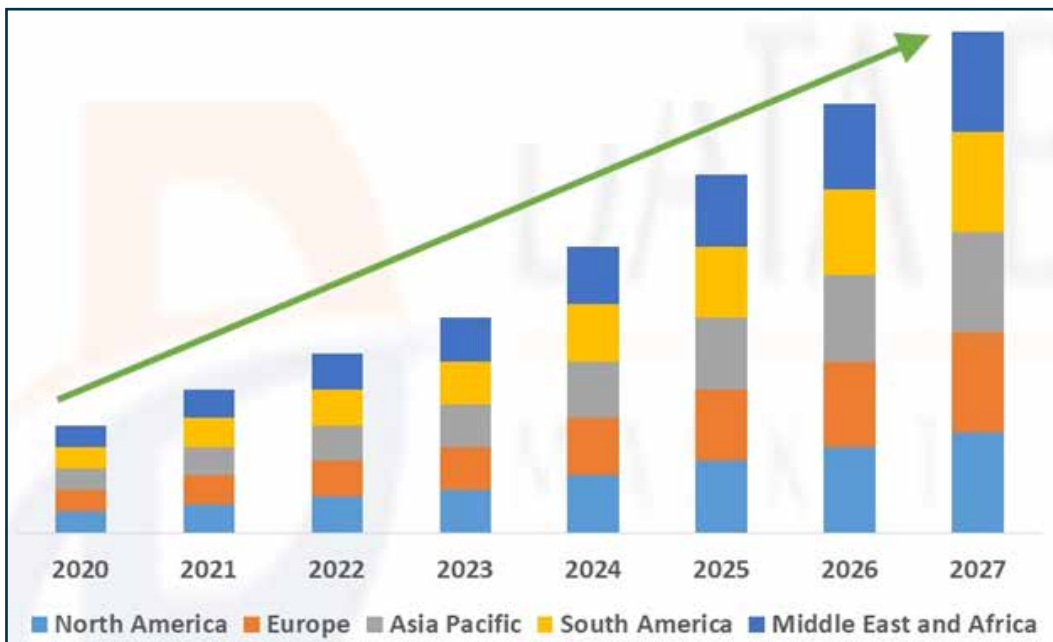


Makhana (*Euryale ferox*) also known as Gorgon nut, Fox nut is an aquatic crop belonging to the family of Nympeaceae and it is grown in stagnant perennial water bodies like ponds and swamps. Makhana is literally water lily flower's seed that grows in water and looks like popcorn. It's has a chewy texture, pretty bland taste, and can be roasted or fried as a snack or dessert in the form makhana pudding.

The Global Makhana Market

- The global market of Makhana seeds and Makhana pops is estimated at USD 35 million approximately.
- Asia Pacific accounts for 85 % of the global market of Makhana and Makhana seeds and is USD 30 million Industry.
- The Global Market is increasing at the rate of 8.21% growth in Exports from India.





- **India** is the largest producer of makhana. The second largest producer is China, followed by Japan and Korea.
- India remains the largest exporter of Makhana in the world.

Makhana Cultivating States	
Bihar	Uttar Pradesh
Assam	Rajasthan
Meghalaya	Madhya Pradesh
Tripura	Jammu & Kashmir
West Bengal	Manipal

- The main hub for Makhana cultivation is Madhubani in Bihar. Madhubani is the Motherland of Makhana seeds and Makhana flakes.
- Maithili Makhana are extremely healthy and delicious snacks. The Maithili Foxnuts are GI Tagged snack now.
- Even though Bihar producing the largest quantity of Makhana in the world, the biggest trading markets for Makhana are in Khari Bowli (New Delhi), Nayaganj (Kanpur), Gola Dinanath and Vishweshwarganj (Varanasi).

Pricing and Margin

- Even though makhana are produced locally, they are quite expensive. The reason behind this is its hard and tiring production process. Makhana production is a laborious process and requires a lot of hard work.
- Makhana is a labor intensive market, hence locally also its pricing is high. This product fetches a high profit margin for bulk quantity.

Quality

- Phool Makhana or water lily seeds are a great source of calcium, protein, sodium, carbohydrates, potassium, phosphorous, iron, copper, manganese, thiamine and zinc.
- It is characterized by its hard seed coat, black color, and round shape with a diameter ranging from 5 mm to 15 mm. Lawa, Murra and Thuri. Lawa is swollen and is white in colour with reddish spots, thurri is semi-popped, is hard and is reddish in color.
- The equilibrium moisture content of makhana was found to be between 11.5 and 58.9% (dry basis) within the ranges of variables studied.

SR NO	QUALITY PARAMETER	GRADE 1	GRADE 2	GRADE 3
1.	SIZE OF MAKHANA	(FULLY EXPANDED) OF DIAMETER > 15MM	FULLY EXPANDED OF DIAMETER <14MM	FLATTENED AND IRREGULAR OF ANY DIAMETER
2.	COLOUR OF MAKHANA	CREAMY WHITE	CREAMY WHITE WITH LESS LIGHT REDDISH SPOT	MORE LIGHT REDDISH SPOTS
3.	EXPENDED	FULLY EXPANDED	FULLY EXPANDED	FLATTENED AND IRREGULAR



Certificates

- For Water lily raw seeds – then one needs a lab test report
- Phytosanitary certificate
- Organic certificate, if it is organic
- If makhana is processed, roasted, flavored, makhana flour, etc. then one needs
- FSSAI and along with it the target country's quality certificate.
- One may also need Good Agricultural Practices (GAP) certificate, if the buyer has asked for from the farmer.
- USFDA
- Halal etc. (depending up on the importing country)

Packaging

- In bags of the quantity that the buyers have requested
- Recommended are pouches, jars, other bags as per the quantity
- In airtight bags or add a silica gel sachet in to the packing to absorb moisture while packing.
- Usually packing are done in various kinds of coated paper or craft paper.

Countries to Export Makhana

Top Importing Countries (value in INR lakhs)			
Country	2021-2022	2022-23	Growth
Maldives	717	974	35%
Canada	654	844	29.60%
U.K.	1,084	1,377	27%
Australia	767	852	11%
Singapore	575	614	7%
U.S.A.	4,680	4,765	1.82%
U.A.E.	1,614	1,642	1.70%
Nepal	2,616	2644	1%

Benefits of Makhana

Makhana is a Super Food.

For the vegetarians and vegan, Makhana is much better source of minerals and vitamins than eggs. Nutrition wise, makhana is much better than even popcorn.

Ayurvedic medicines in India use Makhana seeds and Makhana flakes. Low in sodium, sugar, Makhana usage in Ayurvedic medicines helps in fighting many diseases like heart attacks, diabetes, hypertension and removing toxins.


Makhana can be cooked, roasted or eaten raw. There are various flavors of makhana available just like popcorns.

Export health.

Export makhana.



Nutritional Value of Makhana	
(Per 100 Gram)	
Total Calories - 350	Dietary Fibre - 7.6 gm
Carbohydrates - 77 gm	Calcium - 60 mg
Fat - 0.1 gm	Iron - 1.4 mg
Protein - 9.7 gm	Potassium - 500 mg



Country – Russia

Russian Federation

- Russia, country that stretches over a vast expanse of Eastern Europe and northern Asia. Once the preeminent republic of the Union of Soviet Socialist Republics
- Russia is the largest country around the globe and takes up one-tenth of the land on the entire planet.
- Stretching across two continents, Russia occupies one-tenth of all the land on Earth, making it the largest country in the world. It spans 11 time zones across two continents (Europe and Asia) and has coasts on three oceans (the Atlantic, Pacific, and Arctic).
- Russia's population of 144 million people is just ninth in the globe. Russia is characterized by extreme weather conditions, vast uninhabited stretches, and challenging terrain, making them less desirable for settlement or occupation.
- When people on the western border of Russia wake up for work, people in the eastern border are just having dinner. Russia has 11 time zones.
- The Russian land is a generous source of crops and materials, including vast reserves of oil, gas, and precious metals.

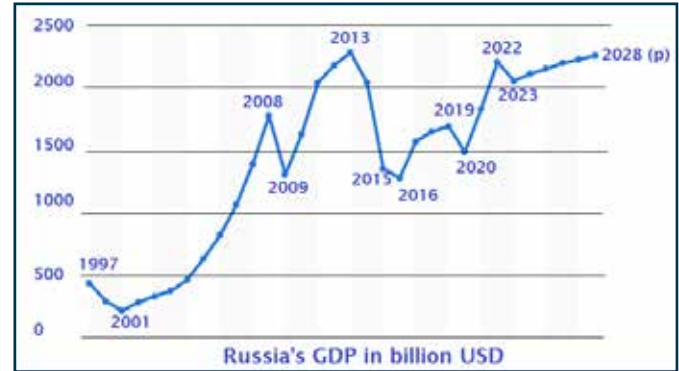


- Russia can boast a long tradition of excellence in every aspect of the arts and sciences.
- Russia is bounded to the north and east by the Arctic and Pacific oceans, and it has small frontages in the northwest on the Baltic Sea at St. Petersburg
- To the south Russia borders North Korea, China, Mongolia, and Kazakhstan, Azerbaijan, and Georgia. To the southwest and west it borders Ukraine, Belarus, Latvia, and Estonia, as well as Finland and Norway.
- Russian has some of the world's longest rivers. Five main drainage basins may be distinguished: the Arctic, Pacific, Baltic, Black Sea, and Caspian.
- Lake Baikal, the largest and most prominent among Russia's fresh water bodies, is the world's deepest, purest, oldest and most capacious fresh water lake, containing over one-fifth of the world's fresh surface water.

Russian Federation

- The large service sector accounts for 67.8% of total GDP,
- The industrial sector contributes 26.6% , while
- The agricultural sector is 5%.

Major Industries in Russia	
Aerospace Production	Machinery Construction
Aircraft Building	Metallurgical Industry
Automotive Industry	Mining
Chemical & Fertilizers	Oil & Gas
Electric Engineering	Petrochemicals
Food Stuff & Agri Industry	Precious Stones & Metals
Fuel & Energy	Pulp and Paper Production
Weapons and Military Machinery	Transport



Top Export Partners of Russia

- China
- Turkey
- India
- Italy
- Germany

Top Import Partners of Russia

- China
- Turkey
- Germany
- Kazakhstan
- Italy

India – Russia Bilateral Trade Relations – 2023

- India Exports to Russia – 3.14 billion USD
- Russia Exports to India – 49.35 billion USD

India stands Trade Deficit with Russia



Ports of Russia :

- Novorossiysk
- Ust-Luga
- Primorsk
- St. Petersburg
- Vostochny
- Murmansk
- Vladivostok

Russia has more than 20 international airports for cargo handling. There are multiple airports in Moscow and St. Petersburg apart from the other across Russia.

Business :

- Chamber of Commerce & Industry of Russian Federation - www.tpprf.ru
- India – Russia Chamber of Commerce - www.ircc.ind.in
- Indo-Russia Chamber of Commerce & Industry - www.ircci.com
- Moscow Chamber of Commerce & Industry - www.mostpp.ru

Foreign Trade Agreement between India and Russia

India and Russia have agreed to have enhanced Indian participation in the prestigious St. Petersburg International Economic Forum (SPIEF). India and Russia are discussing a free trade agreement (FTA).

Important points :

- India is the fourth largest trading partner to Russia.
- India Russia bilateral trade is carried out in INR-Ruble currencies
- Nhava Sheva and Mundra ports in India carry maximum shipments to St. Petersburg, Russia.



State of India – Bihar

- A Landlocked Indian State.
- Oldest and continuously inhabited city in the world, Patliputra.
- Bihar is the origin of the two biggest religions in the world, namely Buddhism and Jainism.
- Also, Sikhs find this State as their holy place. Takht Sri Patna Harminder Sahib is in Bihar. It is the birth place of Guru Gobind Singh.
- World's Oldest University : Nalanda
- Bihar is one of the strongest agricultural states in the country. The percentage of population employed in agricultural production in Bihar is around 80%, which is much higher than the national average. It is the fourth largest producer of vegetables and the eight largest producers of fruits in India.
- Litchi is the most important and prominent fruit produced and exported from Bihar.
- Bauxite is found in abundance in the Jamui district of Bihar, along with cement mortar in Bhabhua, mica in Muzaffarpur, Nawada, Jamui, and Gaya, and salt in Gaya and Jamui. Additionally, Bihar produces copper and iron ore.

Major Industries of Bihar as on 2022–23

Food and Beverages:

Bihar is one of the largest producers of fruits and vegetables in India. It also has a significant dairy industry and a growing food processing sector.

Makhana / Foxnut : Roasted seeds of Lotus flowers. 85% of the production and exports of Makhana is from Bihar.

Rubber and plastics :

Bihar has a large market for rubber and plastic products, especially in the areas of packaging, footwear, pipes, and household items.



Transport equipment :

Bihar is a major hub for railway manufacturing and maintenance, with units of Indian Railways, Diesel Locomotive Works, and Bharat Wagon and Engineering Company located in the state.

Chemicals :

Bihar has a strong presence of chemical industries, especially in the fields of fertilizers, pesticides, paints, and pharmaceuticals.

Tobacco :

Bihar is one of the leading producers of tobacco in India, with a variety of products such as cigarettes, bidis, chewing tobacco, and snuff.

Textile :

Bihar has a rich tradition of textile production, especially in the areas of silk, cotton, jute, and wool. The state has several handloom and power loom clusters and textile parks.

Leather :

Bihar is one of the major exporters of leather and leather products in India. The state has a large number of tanneries and leather processing units, as well as footwear and leather goods manufacturing units.

Industry	City / Location in Bihar
Sugar	Mothari, Bihra, Gaya, Narkatlyograj, Oopalgari, Hatesi, Motipur, Saran, Bhojpur, Siwan, Darbhanga, Muzaffargarh, Daiminagar, Meerpari
Cotton textile	Gaya, Phulwari Sharif, Dumraon, Mokama, Patna, Barauni, Daiminagar
Paper	Samastipur, Darbhanga, Patna, Barauni, Daiminagar
Plywood	Hajipur
Jute	Katihar, Samastipur, Champaran, Darbhanga, Saharsa, Purnia
Match Industry	Katihar
Blanket Industry	Gaya, Purnia, Aurangabad, Mothari
Handicraft	Madhubani, Bhagalpur, Bihar Sharif, Gaya, Patna, Munger
Uterials	Siwan, Bihra

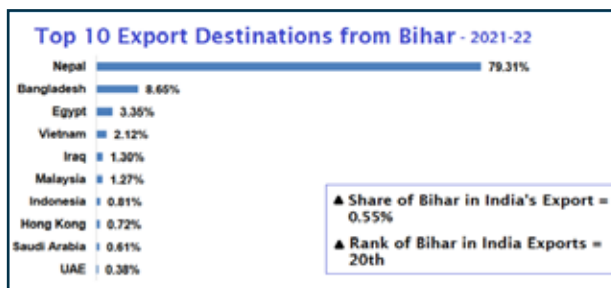


Other Products that are being exported from Bihar :

1. Catla – Fish
2. Makhana / Foxnut
3. Cement
4. Tourism & Hospitality
5. Litchi – Fruit
6. Bhagalpuri Textile
7. Katrani Rice
8. Maize
9. Medicines

Among the states of India, Bihar is the fourth-largest producer of vegetables and the eighth-largest producer of fruits. About 80% of the state's population is employed in agriculture, which is above the national average.

The main agricultural products are litchi, guava, mango, pineapple, brinjal, lady's finger, cauliflower, cabbage, rice, wheat, sugarcane, and sunflower.



Begusarai is the industrial and financial capital of Bihar. It has major industries like Barauni Refinery, NTPC, Barauni (BTPS), Barauni Fertiliser Plant (HURL, Barauni), Sudha Dairy Plant,

Pepsi Bottling Plant. Hajipur, Dalmianagar, Munger and Barauni are the major industrial cities in Bihar.

The capital city, Patna, is one of the better-off cities in India when measured by per capita income.

Land Customs Stations, ICD, Airports and CONCOR in Bihar :

Bihar has Land Customs Stations (LCS) as it border with Nepal.

- Laukaha, Madhubani
- Kunauli
- Jayanagar, Madhubani
- Galgalia
- Pipraun
- Bairgania, Sitamarhi
- Sonbarsa, Sitamarhi
- Bhimanagar, Supaul
- Bhitamore
- Jogbani, Araria

There is one **CONCOR facility in Bihar, located in** Fatuha, about 20 km from Patna. It is an Inland Container Depot (ICD) and Container Freight Station (CFS) that provides facilities for the handling and storage of containerized cargo. **Bihta in Patna is also a very important ICD.**

There are two international airports in Bihar :

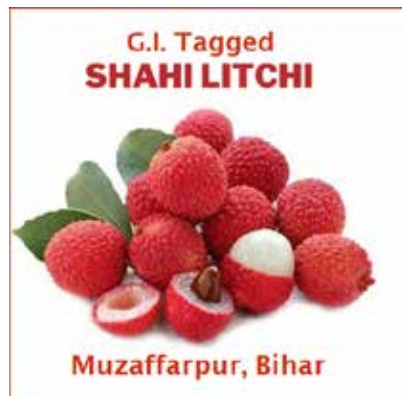
- Jay Prakash Narayan International Airport (PAT) in Patna
- Gaya International Airport (GAY) in Gaya
The Jay Prakash Narayan International Airport has a dedicated cargo terminal with a capacity to handle 200,000 tons of cargo per year. The terminal is equipped with state-of-the-art facilities for the handling of all types of cargo, including perishable goods, hazardous goods, and live animals.

Business in Bihar

- Bihar Chamber of Commerce and Industry
- CII – Patna Chapter
- FICCI – Bihar Chapter
- Indian Chamber of Commerce, Patna
- Dalit Indian Chamber of Commerce and Industry
- Bihar PHD Chamber
- Bihar Industries Association - <https://www.biabihar.com/>

International Trade Fairs in Patna 2023-24			
Exhibition	Industry	City	Dates*
Bihar Medical Expo	Surgical equip., Medical Devices, lab equip.,	Patna	25 - 27 Nov
Agarbatti & Perfume Expo	World of Aroma, Incense and Perfume	Patna	17 - 18 Dec
Northern Wood Expo	Agri, Forestry, Wood, etc	Patna	22 - 24 Dec
India Int'l Mega Trade Fair	Apparel, Clothing, Home, Office	Patna	5 - 15 Jan
Agri, Food Processing and Allied	Agri, Forestry, Food Processing etc	Patna	15 - 17 Feb

* Check with www.10times.com before planning a visit



International Trade Fairs

The most effective way to find genuine buyers & suppliers for any one in 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 to build trust and confidence.
- Trade Fairs bring the entire marketplace in a centralized way.
- Excellent way to do product research, find new technology, value added features, innovation and networking with likeminded businessmen from around the world.
- Exhibitions provide a unique networking platform to both Indian and foreign participants.
- They help in promotion, marketing and publicity efforts.

International Trade Fairs - December 2023 onwards*				
Exhibition	Industries	City	Country	2023-24
Engimach 2023	Manufacturing and Automation Technology	Gandhinagar	India	6 - 10 Dec
Paperex South India	Machinery, Ind. Supplies, Photography and Optics	Chennai	India	5 - 7 Dec
SIAL India	Food & Beverages, Food Products, etc	New Delhi	India	7 - 9 Dec
Cairo Wood Show	Wood, Forest Industry & Machine tools	Cairo	Egypt	7 - 10 Dec
Vibrant Gujarat	Aero Space, Smart Manufacturing etc	Gandhinagar	India	10 - 12 Jan
Heimtextil	Interior, Furniture, Textile, Beddings etc	Frankfurt	Germany	9 - 12 Jan
International Leather Fair	Leather and Leather products	Chennai	India	1 - 3 Feb
MIDO	Eyewear, Home, Office and School Supplies	Milan	Italy	3- 5 Feb
Fruit Logistica	Fresh & Processed Food & Beverages	Berlin	Germany	7 - 9 Feb
Nakshtra	Gems and Jewellery Trade Fair	New Delhi	India	10 - 18 Feb
Gulfood 2024	Fresh & Processed Food & Beverages	Dubai	U.A.E.	19 - 23 Feb
Beauty Kenya	Fashion and Beauty	Nairobi	Kenya	23 - 25 Feb
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
Ahaar	Food & Beverages and Hospitality	New Delhi	India	5 - 9 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
Optatec Show 2024	Home, Office and School Supplies, Machinery	Frankfurt	Germany	14 - 16 May
Thaifex	Fresh & Processed Food & Beverages	Pak Kret	Thailand	28 - 31 May
Saudi Food Show	Fresh & Processed Food & Beverages	Riyadh	Saudi Arabia	21 - 23 May
HomeTex	Textile, Fibre, Fabric, etc	Istanbul	Turkiye	21 - 25 May
Mega Ceramic Nigeria 2024	Ceramics and sanitary ware, Kitechware etc	Lagos	Nigeria	21 - 23 May
PlastPrintPack 2024	Plastic, Printing, Rubber, Packaging etc Products	Addis Ababa	Ethiopia	16 - 18 May
IIOO Expo	India Inter'l Optical & Ophthalmology	Chennai	India	13 - 15 July
SIAL France	Fresh & Processed Food & Beverages	Paris	France	20 - 23 Oct

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

International Domestic

BUYER FIND कर लिया अब
BANGLADESH EXPORT
करने के लिए
क्या करू ?
#ASKiiiEM Q & A



DISCOVER THE ROLE OF FGI IN PROMOTING EXPORT IMPORT IN INDIA
MEET MR. PREMAL DAVE



INDIA से BY SEA SECOND-HAND EQUIPMENT EXPORT करने पर GST कौन PAY करेगा ?
EXPORTER या IMPORTER
#ASKiiiEM Q & A



IRAN से IMPORT करने के लिए LC PAYMENT ही करना पडेगा ?
#ASKiiiEM Q & A



एक CONTAINER COPPER SCRAP EXPORT करने में कितना INVESTMENT लगता है ?
#ASKiiiEM Q & A



EXPORT IMPORT की सब LATEST UPDATES के लिए कोनसे RESOURCES USE करें ?



EXPORT IMPORT BUSINESS में SHIPPING DELAY हो तो क्या करे ?



INDIA से DUBAI FOOD EXPORT IMPORT करने के लिए कोनसा लाइसेंस निकालू ?
#ASKiiiEM Q & A





**Wishes a Joyous and Safe Diwali
May the New Year Bring in Prosperity**



Canton Fair 2023, China

iiiEM Trade Tour to China departed with Mr. Dipak Manohar on 31st Oct. 2023. The group is of 28 delegates visiting Canton Fair, Foshan, and Shenzhen.



Past Trade Tours



Awareness Campaigns – Seminars



Adani Hazira Port – Surat



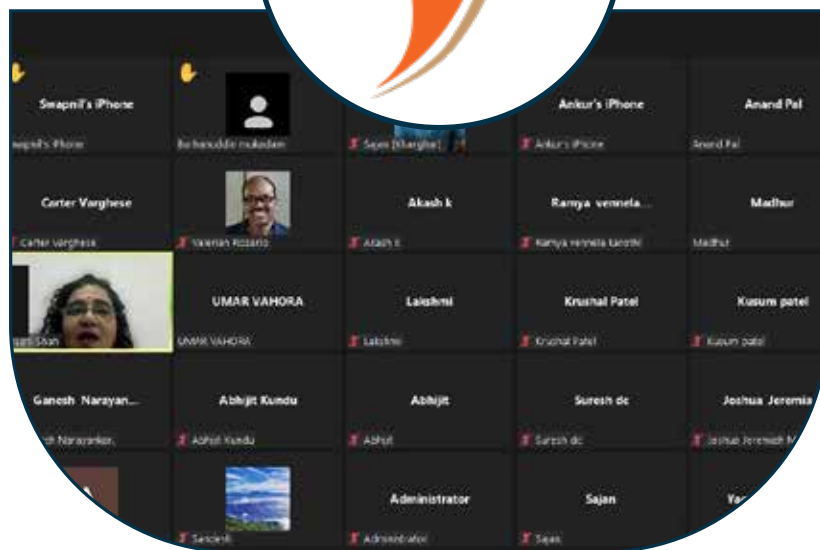
Visit to
ICD / Port



**ICD of Tughlakabad,
New Delhi**

Is the largest ICD, CFS, and Concor terminal in India

Pragati – Ahmedabad



Pragati – Online

Batch Launch in Various Cities



Mumbai



Pune



Nagpur



Jaipur



Bengaluru



Hyderabad



Rajkot



Vadodara



Delhi

Exporter of the Month

Yash Agrawal is an enterprising Eximprenuer – and Exporter of dyes intermediates.

He made a paradigm shift of his father's age old business. From Local market to International markets, Yash desired to take the business to new horizons.



Mr. Yash Agrawal

Yash has been blessed to understand his manufacturing, product knowledge, manufacturing process, reduction of waste, and packing the same.

This fact made Yash realize that his domestic business was only working 8-9 months. Remaining months were dull but the expenses remained the same. Yash observed the other businessmen in his business area, G.I.D.C. had a different lifestyle and networking. They were not "local". They were only doing business in the global market. Here Yash's business analysis came into practice.



It was the turning point. Yash wanted to adopt the same pattern.

Yash started international exports of his dyes intermediates.

This was a new beginning for Yash.

Yash's success took him from one city of India to an international market.

We are proud of your efforts, Yash.



<https://t.ly/uM3Db>



GUIDING LIGHT



Ms. Veena Venkatesh

Let me introduce a charming and nurturing faculty, Ms. Veena Venkatesh.

Ever so eager and ever so enthusiastic. Always cheerful and compassionate.

Ms. Venkatesh has been with iiiEM now for a less than a decade.

Veena makes the International trade as yummy as a delectable and digestible little pieces of knowledge of this “new” learning for the students. She is also equally professional in her approach with small little anecdotes for every topic that is important yet technical. She is also a guest speaker at various colleges and organizations of different topics of Foreign Trade.

Venkatesh Ma’am is also a gold medalist in Economics graduation with a post graduate in marketing management.

Veena Venkatesh is truly the most adored lady by her students and colleagues.

Thank you, Ma’am.

iiiEM Is appreciative and grateful for having you.

**India is the largest producer
of Agricultural Products.**

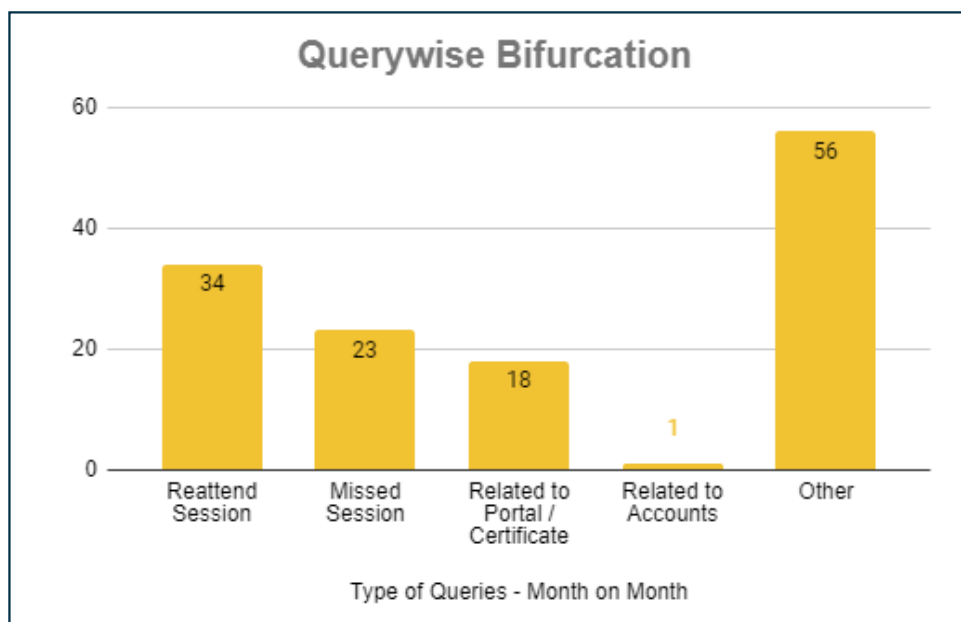
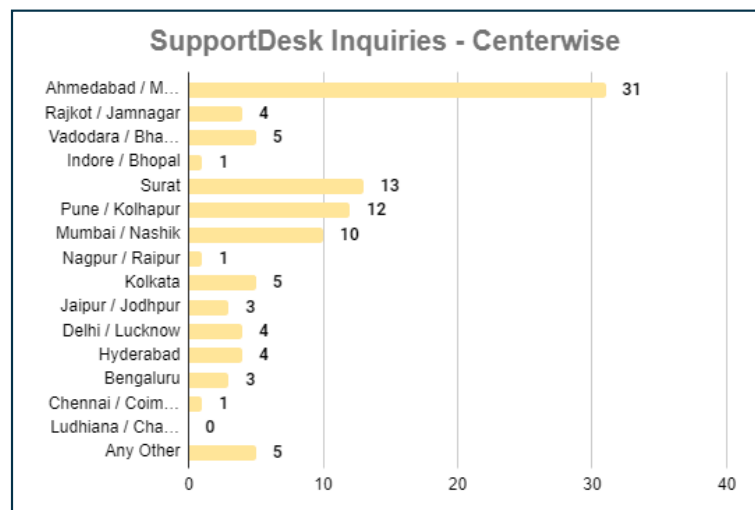
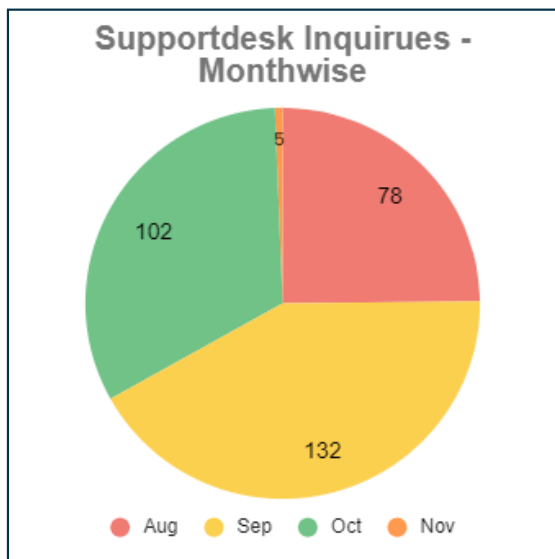
And Ranks 8th in Exports of
Agricultural Products

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 October 2023.



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
- Canton 2024, China

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

iiiEM Support for Exporters & Importers

Telephonic Support
Virtual Support
Email Support

Congratulations



Name : Naveen Pal
Location : Gwalior



Name : Pathan Mashira
Location : Indore



Name : Simran Khan
Location : Indore



Name : Kinjal Patoliya
Location : Surat



Name : Vijay Bambhroliya
Location : Surat



Name : Krishna Khetan
Location : Surat



Name : Jayant Shah
Location : Surat



Name - Muzzamil Khan
Location - Indore



Name - Avruti Sangani
Location - Surat



Name - Ruchit Bhangra
Location - Surat

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

<https://rb.gy/9xbvt>



जागा इंडिया जागा

Celebrate Diwali
Pollution-Free and Noise Free

Choose the Right One



iiiEM Lifetime Free Support Services



iiiEM PRESENCE



STILL GROWING...



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