

## Federation holds practical export familiarization course for executives

A Certificate Course on International Trade was organized by the Federation of Indian Export Organizations (ER) from 14 December 2009 to 17 February, 2010.

The programme was designed mainly to cater to the needs of entrepreneurs and junior/middle level executives from export organizations. Twenty six participants signed up for the programme. The majority of participants comprised middle level executives from export firms engaged in tea, iron and steel, plastics, handicrafts, fabrics etc, and some were entrepreneurs who wanted to start their own export business.

### The main subjects covered in the course included:

Functions and services of FIEO and other Export Promotion Councils and Commodity Boards; international marketing – focus on emerging markets and products; market entry, export documentation, foreign trade policy and procedures, licensing, tips for new entrepreneurs on international marketing; overview of customs, foreign trade policy and DGFT laws; law, procedures and documentation of exportation; export incentives – various schemes and their interrelation with excise and custom laws; letter of credit; importance of trade fairs abroad; export packaging, export finance and banking; exchange control regulations and hedging; role of ECGC in exports; role of Exim Bank in exports, role of port and logistics; export pricing, export opportunities for beginners in EOU (export oriented unit) and SEZ (special economic zones), WTO and other trade opportunities etc.

The faculty was drawn from IISWBM, Kolkata University, State Bank of India, Export Import Bank,

O/o Zonal Jt.DGFT, Kolkata, Kolkata Customs, Kolkata Port Trust, Falta Special Economic Zone, ECGC, ITPO and FIEO.

The module had 24 sessions of two hours on Monday, Wednesday and Friday. The course commenced with a class on "Getting Yourself into Exports" taken by Mrs Debdatta Nandwani, Dy Director General (ER) and Mr P.T. Srinath, Dy Director, FIEO (ER).

### Field Visit:

The highlight of the course was a one day field visit to Kolkata Port, O/o ZJDGFT and Kolkata Customs. At the port, the participants witnessed loading of a vessel and also did an assignment in the container terminal.

At the O/o of ZJDGFT, the JD.GFT explained the procedure of online application and an online demonstration of the same was also given.

At Kolkata Customs, the participants had a lively interaction with the Dy. Commissioner (Exports) and the Appraiser. The participants were taken to the Customs Service Centre where processing of shipping bills and other related documents are done. An online demonstration was also given by an official.

### Valedictory Session:

A valedictory session was organized for the participants of the certificate course and Mr Ramesh Agarwal, Chairman, FIEO (ER) chaired the above session. Besides Mr Agarwal, Mrs Nandwani, Mr Srinath and Ms Soma Chaudhury, Coordinator, FIEO (ER), were also present. Mr Agarwal welcomed all the participants and congratulated them on the successful completion of the course. He also requested the participants to come up with suggestions for making the cer-

tificate course more useful and discussed the various feedbacks given by the participants regarding the course.

Mrs Nandwani, informed the participants of the next batch of the Certificate Course which started on 3 March, 2010 and also informed about the India Exhibition Show being held in Myanmar in the same month. The participants who represented non-member export firms were invited to take membership with FIEO and membership forms were distributed amongst the non-member participants.

The participants were also invited to participate in the various seminars and workshops organized by FIEO (ER). Mr Srinath urged the participants to go to the FIEO website and take advantage of the information given there. The participants showed great appreciation of the field visit which was organized by FIEO (ER) which gave them ample exposure to the practical aspects of exim trade. At the end of a very informative and interactive session Mr Agarwal, Chairman, FIEO (ER), awarded certificates to the participants. ■

### Help Us To Serve You Better

Please let us know the changes in your contact information immediately, to help us remain in touch with you. In case of any changes, fill in the following and send it to FIEO :

1. Name of the company :
2. Address :
3. City :
4. Telephone :
5. Fax :
6. Email :
7. Name of the Chief Executive :
8. Designation :
9. Name of Contact Person :
10. Designation :

## FIEO's International Events for the year 2010-11

| S.No | Event  | Period                | Concerned Region/Division |
|------|--|-----------------------|---------------------------|
| 1.   | China Import and Export Fair (Canton Fair), Guangzhou, China               | April 15-19, 2010     | MRD/SR                    |
| 2.   | India Sourcing Fair- Home Products, Hong Kong                              | April 20-23, 2010     | MRD/ER                    |
| 3.   | Bangkok International Gift Fair & International Houseware Fair in Thailand | April 20-25, 2010     | NR                        |
| 4.   | Participation in Arabian Travel Market (ATM), Dubai                        | May 4-7, 2010         | MRD                       |
| 5.   | Participation in Trade Fair in Trinidad and Tobago Macoya, Trinidad        | May 21-31, 2010       | MRD                       |
| 6.   | BSM cum Exhibition in Bangladesh   | June 2010             | ER                        |
| 7.   | 3rd South Asian Countries Commodity Fair (SACC Fair), Kunming (China)      | June 6-10, 2010       | MRD/ER                    |
| 8.   | Made in India Show (India Sourcing Fair), Dubai                            | June 8-10, 2010       | MRD                       |
| 9.   | Giftex, Japan  | July 7-9, 2010        | MRD                       |
| 10.  | Multi Product Exhibition in Singapore                                      | July 2010             | MRD/SR                    |
| 11.  | BSM/Exhibition in Iran   | July/August 2010      | NR                        |
| 12.  | Indexpo, Muscat 2010, Oman   | August 3-5, 2010      | MRD                       |
| 13.  | House & Gift Fair, Sao Paulo, Brazil                                       | August 14-17, 2010    | MRD                       |
| 14.  | BSM cum exhibition in Cambodia and Vietnam                                 | September 2010        | ER                        |
| 15.  | Central Asia Home+Interior, Kazakhstan                                     | September 2010        | WR                        |
| 16.  | Multi Product Exhibition in Turkey   | September 24-27, 2010 | NR                        |
| 17.  | Intergift, Madrid, Spain   | September 2010        | SR                        |
| 18.  | China Import & Export Fair (CANTON), China                                 | October 15 - 19, 2010 | MRD/SR                    |
| 19.  | India Sourcing Fair Gifts & Home Products, Hong Kong                       | October 20- 23, 2010  | MRD/ER                    |
| 20.  | Global Expo 2010, Gaborone, Botswana                                       | November 17-20, 2010  | MRD/ER                    |
| 21.  | Morocco International Trade Fair, Morocco                                  | November 2010         | MRD                       |
| 22.  | Career Expo 2010, Bahrain  | November 2010         | MRD                       |
| 23.  | Travel Turkey, Izmir, Turkey   | December 2010         | MRD                       |
| 24.  | Second Asia Consumer Fair, Malaysia  | December 2010         | WR                        |
| 25.  | India Sourcing Fair, Johannesburg, South Africa                            | December 1-3, 2010    | MRD                       |
| 26.  | FITUR 2011, Spain  | January 2011          | MRD                       |
| 27.  | MACEF Milano, International Home Show                                      | January 2011          | MRD                       |
| 28.  | Multi Product BSM/Exhibition at Libya                                      | January/February 2011 | NR                        |
| 29.  | Multi Product Exhibition in Tokyo, Japan (Tokyo International Gift Show)   | February 2011         | SR                        |

| S.No | Event  | Period     | Concerned Region/Division |
|------|--|------------|---------------------------|
| 30.  | EXPOCOMER, Panama  | March 2011 | MRD                       |
| 31.  | Participation in Australia International Sourcing Fair, Melbourne, Australia | March 2011 | MRD                       |
| 32.  | Your Home Expo, Uzbekistan   | March 2011 | WR                        |

**For participation, please contact the concerned Department/Regional Office**



**Northern Region (NR):** 011-46042222, Email: fieonr@airtelmail.in;

**MRD:** 011-46042222, 46042136-8 Email: fieomrd@yahoo.co.in; vinodpal@fievo.org ;

**Western Region (WR):** 022-40572222, Email: fieowr@vsnl.com;

**Southern Region (SR):** 044-28497766, 28497755, Email: fieosr@giasmd01.vsnl.net.in;

**Eastern Region (ER):** 033-40084890/99, Email: fieoer@airtelmail.in



Invites Participation in



**第二届中国南亚商品展**  
**The 3rd South Asian Countries Commodity Fair**

**June 6-10, 2010 at Kunming, Yunnan Province, China**

**Exhibit profile: Mining, Light Engineering, Energy, Textile, IT, Tourism, Jewellery, Medical Devices and Pharmaceuticals, Food, Agricultural Technology, High-Tech Machines and other commodity products**

**Participation fee: Rs 15,000/- inclusive of:**

\*Standard booth of 9 sq mtr \*One negotiating table 80 x 80 cm \*three chairs  
\*two spot lights \*carpet \*one socket (220 V, 5 A)

**HURRY LIMITED BOOTHS AVAILABLE**

For participation and more information, please contact:

**MRD Division,**

**FEDERATION OF INDIAN EXPORT ORGANISATIONS**

"Niryat Bhawan", Rao Tula Ram Marg, Opp. Army Hospital Research & Referral, New Delhi -57

Tel : 011-46042119, 46042137, 36 & 38, Fax: 011-26148194

Email: vinodpal@fievo.org, nirmalatete@fievo.org