

Export Management Seminar

Export Push from Small Southern Firms Planned

At the initiative of Padmashri Mr A. Sakthivel, President, FIEO with a view to create awareness and to update on the various facets of export management, a series of seminars is being organized in major district headquarters and industrial clusters across the southern states.

Towards this effort, a seminar on "Strategic Export Management" was organized in Hosur jointly with Hosur Industries Association, Indian Overseas Bank and Export Credit Guarantee Corporation of India Ltd, on 20 April 2010.

The attendees included Mr M. Saikumar, Additional Export Commissioner & Zonal Jt DGFT, Chennai; Mr J.V. Patil, Jt.DGFT, Bangalore; Mr Umasankar Peri, Additional Commissioner of Customs, Chennai Customs Commissionerate; Mr V. Laxmanan, Manager-Forex and Ms Brindha Ganesh, Manager of Indian Overseas Bank of Salem & Hosur; Mr Mohanarangan, General Manager, District Industries Centre, Dharmapuri; Mr L.K.M. Adhi, President, Hosur Industries Association; Mr Sankaranarayanan, Secretary, Hosur Industries Association; and Mr R. Asokan, Director, FIEO(SR).

Around 60 exporters and entrepreneurs participated in the meeting.

Mr Saikumar, who inaugurated the seminar, appreciated the efforts of the Federation in organizing such events in various industrial towns and clusters as it would help create awareness among entrepreneurs to update their knowledge in various facets of international trade management. Also, such forums will facilitate interaction with senior level officials from various export promotional agencies to receive the necessary vital clarifications on various issues pertaining to exports.



Mr. L K M Adhi, President, Hosur Industries Association, Hosur addressing the participants. On the dais from right are Mr. Prakash, Joint Commissioner of Customs; Mr. Umasankar Peri, additional Commissioner of Customs, Chennai Customs; Mr. M. Saikumar, Additional Export Commissioner & Zonal Jt. DGFT; Mr. Mohanarangan, General Manager, District Industries Centre, Dharmapuri; and Mrs. Brindha Ganesh, Manager, Indian Overseas Bank, Hosur.

Mr Saikumar added that such events would encourage entrepreneurs and businessmen located in remote towns and industrial clusters to enter the exports markets.

Mr Saikumar also highlighted various important provisions in the Foreign Trade Policy and Procedures in his address.

Mr Adhi, while welcoming the chief guest and other dignitaries, informed that the Hosur Industries Association is one of the pioneers in uniting all the industrial and business units in Hosur area. According to him, only a few big units were manufacturers and direct exporters, while most of the manufacturing units were merely supplying major manufacturing industries as their ancillary units.

Mr Adhi further informed that lack of statistical details pertaining to manufacturing output and also exports from Hosur were major impediments. A detailed survey of all manufacturing units and business houses exporting their products is necessary for which he made a request to the state Government and FIEO for assistance in this endeavour.

Presentations were also made by

Mr Peri on "Customs Procedures related to Exports"; by Mr Laxmanan on "Forex Risk Management"; Ms Ganesh on "Export Finance"; and Mr Asokan on "Export Marketing and Role of FIEO in Export Promotion". Mr Mohanarangan explained in detail the incentives and facilities provided by the Government of Tamil Nadu for setting up industrial units.

The meeting ended with a vote of thanks by Mr Adhi. ■

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