

Export thrust aimed at small town potential



Mr. C. Mathur, Chief Commissioner of Customs & Central Excise, Visakhapatnam (centre) addressing the participants. Others from left are, Mr. R. Asokan, Director, FIEO(SR); Mr. T.G. Bharath, Chairman & Managing Director, TVG Group of Industries, Kurnool; Mr. I. Vijay Kumar Reddy, President, The Kurnool District Chamber of Commerce & Industry; Mrs. Janaki Arunkumar, Commissioner of Central Excise, Tirupathi; Mr. S. Arumugam, Addl. Commissioner, Central Excise & Customs, Tirupathi; Mr. G.S. Rao, Jt. Director, Commerce & Export Promotion Department, Hyderabad.

There is an urgent need to update the latest trends in export management and induce entrepreneurs in remote areas to take up exports as one of their priorities. At the initiative of FIEO President Mr A. Sakthivel, a series of seminars on Export Management are planned at district headquarters and industrial clusters in various parts of Andhra Pradesh jointly by the Federation's Andhra Pradesh Chapters and the Commerce and Export Promotion Department, Government of Andhra Pradesh.

In line with the above, a seminar on Export Management was organized in Kurnool on Thursday, 29th April 2010. The Kurnool District Chamber of Commerce and Industry, State Bank of India, Export Credit Guarantee Corporation of India Ltd and MCX Stock

Exchange Ltd were also involved.

Mr C. Mathur, Chief Commissioner of Customs & Central Excise, Visakhapatnam, Mrs Janaki Arunkumar, Commissioner of Central Excise, Tirupati, Mr S. Arumugam, Addl. Commissioner, Central Excise & Customs, Tirupati, Mrs. B. Sumidaa Devi, Deputy Commissioner, Central Excise & Customs, Visakhapatnam, Mr. I. Vijay Kumar Reddy, President, the Kurnool District Chamber of Commerce & Industry, Mr T.G. Bharath, Chairman & Managing Director, TVG Group of Industries, Kurnool, Mr R. Asokan, Director, FIEO Southern Region, Mr G.S. Rao, Jt. Director, Commerce & Export Promotion Department, Hyderabad, Mr V. Arvind, Chief Manager and Mr Prasad, Chief Manager, State Bank of India, Hyderabad, Mr T. Suresh Babu, Senior Manager, ECGC Bangalore, Mr P. Sai Babu,

FTDO, Office of the Jt. DGFT, Hyderabad, Mr Ramesh Varakhedkar, Assistant Vice President, MCX Stock Exchange Ltd., Hyderabad, besides 180 exporters and representatives from the media attended the seminar.

Mr C. Mathur in his inaugural address informed that on earlier occasions in Delhi he had attended a number of events organized by FIEO and appreciated the quality and content of the events being organized by the Federation. He said they were of much use to the exporting community.

According to Mr Mathur the event in Kurnool was highly useful, especially for the exporters from remote areas. On the one hand they could update their knowledge on policy and procedural aspects related to exports as well as the latest trends in export



A cross-section of participants

management. On the other hand such events would help the exporters and entrepreneurs get the necessary clarifications and guidance from the officials concerned of various agencies involved in international trade, which would indirectly motivate them to take exports as one of their main priorities.

Mr Mathur explained in detail the functions of the Customs Commissionerate in his jurisdiction and advised the exporters to approach the department for any clarifications.

Mr I. Vijay Kumar Reddy said Kurnool district has vast potential in agricultural commodities, granite and minerals. A large number of entrepreneurs, mainly from the small scale sector, were interested in exporting

and this is the first ever useful event focusing on exports in Kurnool.

Mr Reddy further informed that their Chamber will follow up with their members to induce them to enter the exports sector.

Mr T.G. Bharath said his group was engaged in exports worth over Rs 200 crore. Their success was mostly based on constant updates on new markets, usage of the internet and frequent meeting with buyers.

During the Technical Session the following presentations were made:

Mrs B. Sumidaa Devi, IRS, Deputy Commissioner, Custom House, Visakhapatnam, made a detailed pres-

entation on "Customs Procedures related to Exports".

Mr G.S. Rao, Jt. Director, Commerce & Export Promotion Department, Government of Andhra Pradesh, made a detailed presentation on "Industrial Policy of the State and Role of State Government in Export Promotion".

Mr Prasad, Chief Manager, State Bank of India, Hyderabad, made a detailed presentation on "Export Finance".

Mr V. Arvind, Chief Manager, State Bank of India, Hyderabad, made a detailed presentation on "Forex Risk Management".

Mr T. Suresh Babu, Senior Manager, ECGC Bangalore, made a detailed presentation on "Export Credit Risk Management".

Mr Ramesh Varakhedkar, Asst. Vice President, MCX Stock Exchange, made a detailed presentation on "Currency Futures-Manager Currency Risk in USD, EURO, GBP & Yen".

Mr R. Asokan, Director, FIEO Southern Region, made a detailed presentation on "Export Marketing".

The seminar ended with a vote of thanks by Mr T.V. Ratna Prasad, Secretary, The Kurnool District Chamber of Commerce & Industry. ■

ATTENTION MEMBERS

The India – Mercosur PTA has become operational since June 2009. This covers 450 items of Indian exports and 450 items of Mercosur exports. These lists are available on the website of the Indian Embassy in Argentina (www.indembarg.org.ar). The lists will be discussed in the next India- Mercosur meeting to be held in New Delhi in June 2010. Mercosur has already drawn up their list of 1600 items. The Ministry of Commerce is starting the list collection. Indian export promotion councils and trade and industry bodies can present their cases to the Indian commerce ministry.

The contacts in Ministry of Commerce are Mr Anil Mukhim, Joint Secretary (a.mukim@nic.in) and Ms Shubha Sarma, Deputy Secretary (shubha.s@nic.in). Mr R Viswanathan, Ambassador of India to Argentina, Uruguay and Paraguay may be contacted on ambassador@indembarg.org.ar and amb.buenos@mea.gov.in. His phone numbers are 5411.43934274 and 43933994. The address is Torre Madero, 19th Floor, Av Eduardo Madero, 942, Buenos Aires-C, 1106 ACW, Argentina.

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 :