

ACTIVITIES OF FIEO

HEADQUARTERS

1. Policy Department

1.1 Brain Storming Session on Foreign Trade Policy – April 13, 2009

A compilation of Points/Suggestions for new Foreign Trade Policy was prepared and submitted to the DGFT. A power-point presentation was made at the Brain Storming Session under Chairmanship of the DGFT.

1.2 Agenda/Discussion Paper for Open House Meets/Interactive Sessions on Foreign Trade Policy – April 24; July 2 & 18, 2009

Agenda/Discussion Papers were prepared for Open House Meets/Interactive Sessions with DGFT held at Jaipur, Mumbai, and Delhi respectively. Follow-up on the decisions of the Meetings also done.

1.3 Pre-Budget Meeting for Union Budget 2009-10 – May 30, 2009

Budget proposal for Union Budget 2009-10 on Indirect Taxation were prepared, submitted and discussed in the Meeting with Chairman, CBEC.

1.4 Meeting with Hon'ble Finance Minister on Union Budget 2009-10 – June 2, 2009

Budget proposal for Union Budget 2009-10 on Indirect Taxation were prepared, submitted and discussed in the Meeting with Hon'ble Finance Minister.

1.5 Meeting with the Hon'ble Commerce & Industry Minister – June 3, 2009

A paper highlighting various issues concerning exports was prepared for submission and discussion in the Meeting with Commerce & Industry Minister.

1.6 Meeting with Minister of State for Commerce & Industry – June 8, 2009

A Discussion Paper was prepared for President's Meeting with Minister of State for Commerce & Industry.

1.7 Meeting with Commerce Secretary – June 17, 2009

A Discussion Paper was prepared for President's

Meeting with Commerce Secretary and Minister of State for Commerce & Industry.

1.8 Highlights of Union Budget 2009-10

Highlights of the Union Budget 2009-10 (announced on 6th July, 2009) were prepared, published in FIEO News and hosted at FIEO Website.

1.9 Interactive Session on Foreign Trade Policy with Hon'ble Commerce & Industry Minister – July 18, 2009

Points/Suggestions were compiled for inclusion in the Agenda of Interactive Sessions held at New Delhi with Hon'ble Commerce & Industry Minister.

1.10 Clubbing of Investment on MSME – July 22, 2009

Presentation on view points was made in the Meeting under the aegis of Development Commissioner (MSME).

1.11 Workshop on EU-India FTA: Opportunities for South Asia – July 29, 2009

Director General, FIEO addressed the Workshop on EU-India FTA: Opportunities for South Asia.

1.12 Seminar on the Supplier's Declaration of Conformity (SDoC) - July 30-31, 2009

A report was prepared on Seminar on the Supplier's Declaration of Conformity (SDoC) organized by European Union.

1.13 Meeting with Hon'ble Textile Minister – August 6, 2009

A discussion paper highlighting exporters problems relating to Textile Sector were prepared for President's Meeting with Hon'ble Textile Minister in New Delhi.

1.14 Board of Trade – August 10, 2009

Points/Issues were prepared for the Meeting of Board of Trade Chaired by Hon'ble Commerce & Industry Minister. The meeting was attended by President and DG.

1.15 New Foreign Trade Policy 2009-2014

Highlights of the New Foreign Trade Policy 2009-2014 (announced on 27th August, 2009) were prepared, published in FIEO News and hosted at FIEO Website. A Press Release was also issued.

1.16. Post Foreign Trade Policy Review - Open House Meets/Interactive Sessions – September 2, 11 & 17; October 28; January 4, 20 & 22, 2009

Points/Suggestions were compiled for inclusion in the Agenda of Open House Meets/Interactive Sessions held at Amritsar, Bhubaneswar, Bangalore, Chennai, Chandigarh, Vadodara, Mumbai and Chennai respectively.

Follow up actions were taken on various issues with the concerned Departments as per decisions of the Meetings.

1.17 Meeting with Addl. DGFT – September 23, 2009

To discuss issues/problems relating to fixation of Brand Rate of Deemed Export Duty Drawback on HSD a Meeting of select exporters was arranged with the Addl. DGFT. A Paper highlighting the issues was also prepared and submitted for consideration.

1.18 Task-Force on Transaction Costs – October 22 & November 18, 2009

Papers highlighting various issues concerning Transaction Costs were prepared for submission and discussion in the Meetings of Taskforce on Transaction Costs held at New Delhi under the Chairmanship of the Hon'ble Minister of State for Commerce & Industry.

1.19 Pre-Budget Memorandum – October 27, 2009

Issues/Points on Indirect Taxation were compiled for inclusion in FIEO's Pre budget Memorandum submitted to Department Of Commerce in given format

1.20 In-House Meeting with Exporters – October 29, 2010

A meeting of select exporters was organized in New Delhi to get feedback for preparing a paper on Transaction Cost for submission to the Hon'ble Minister of State for Commerce & Industry. A Paper containing various measures to reduce Transaction Cost was prepared and submitted to the Hon'ble Minister of State for Commerce & Industry.

1.21 President, FIEO Meetings with Hon'ble Commerce & Industry Minister, etc.

Various issues/suggestions were compiled and prepared for the series of meetings President and DG had with the Hon'ble Finance Minister; Hon'ble Commerce & Industry Minister; Hon'ble Minister of

Textiles, Hon'ble Minister of State for Commerce and Industry; Hon'ble Minister of State for MSME; Commerce Secretary and DGFT. Some of the issues taken up were: i. Increase in Drawback & DEPB Rates, GST, Service Tax, etc.ii. Fiscal Support to MSME Sector in export promotion;iii. Extension of Market Linked Focus Product Scheme for garments sector for exports to US and EU from 1st of October, 2009 to 31st March, 2011; iv. Grant of status holders incentive scrip who are availing TUF Scheme; v. Increase in the investment limit for medium enterprises from Rs. 10 crore to Rs.25 crore; vi. Limited ceiling on export of raw cotton;vii. Availability of fuel to exporting units at International price.viii. Waiver of Average Export Obligation under EPCG Scheme.

1.22 Budget Proposal for Union Budget 2010-2011

Budget proposal for Union Budget 2010-2011 on Indirect Taxation was compiled for submission to the Joint Secretary (TRU), Ministry of Finance.

1.23 Customs Consultative Group (CCG) – March 25, 2010

A Paper on Customs Policy & Procedural issues was prepared, submitted and discussed in the Meeting with Customs Consultative Group held at New Delhi under the Chairmanship of Member (Customs), CBEC.

1.24 Meeting with Parliamentary Standing Committee on Commerce - March 25, 2010

A paper highlighting various issues concerning exports was prepared for submission and discussion in the Meeting of Parliamentary Standing Committee held at New Delhi.

1.25 Members Individual Issues

During the period issues pertaining to FTP, Customs, Central Excise, Duty Drawback, Service Tax, etc. of exporters were taken up with the concerned authorities for relief/redressal, with follow up at regular intervals.

1.26 Press Release/Articles

Press releases/articles on matters relating to exports concerning Foreign Trade Policy & Department of Revenue were prepared and given for publication in News Papers/FIEO News from time to time.

1.27 Up-dation of Trade Policy Section in FIEO Website

Regular up-dation of website by providing gist of important export related matters, Notifications on Foreign Trade Policy, Customs, and Central Excise was done.

2. Market Research Department

2.1 Participation in 105th Session of the China Import and Export Fair (CANTON FAIR), Guangzhou, China - April 15-19, 2009

A 95 member delegation from 45 companies occupying 66 booths led by Mr Ajay Sahai, Director General, FIEO participated in the International Pavilion of the 105th Session of the China Import and Export Fair held from April 15-19, 2009 at Guangzhou, China. The India Pavilion was inaugurated by the then Consul General of India in Guangzhou, Mr Gautam Bambawale.

A total of 7,669 enterprises displayed their products at 18,775 exhibition booths displaying household appliances, hardware and tools, conveyance and mechanical equipment, consumer electronics, building and decoration materials, lighting products, bathroom equipment and chemicals.

2.2 Participation in India Sourcing Fair-Home Products, Hong Kong - April 20 - 23, 2009

FIEO participated in India Sourcing Fair-Home Products held at Asia World Expo, Hong Kong. About 100 companies from India participated in the fair which was attended by 30,000 buyers from 133 countries and territories. Mr. Navratan Samdria, Past President and Convenor, FIEO Committee on International Trade & Export Promotion led the delegation. The Fair was inaugurated by Mr. L D Ralte, Consul General of India in Hong Kong. Mr. Ajay Sahai, Director General, FIEO made presentation to overseas buyers on "How to source from India". FIEO participants represented sectors such as stainless steel kitchenware; jute and jute products; decorative items in aluminium and brass; handloom products; handmade paper products etc. As per the feedback from the exhibitors, business to the tune of USD 12 million was expected through participation in this Fair.

2.3 Participation in "India Sourcing Fair – Home Products" at Dubai – June 14th - 16th, 2009

FIEO participated in the first ever India Sourcing Fair - Home Products, held at Dubai International Convention & Exhibition Centre, Dubai. FIEO participants included 27 companies from India. Mr.

A Sakthivel, President, FIEO led the delegation. Mr. Venu Rajamony, Consul General of India inaugurated India Sourcing Fair. The Fair was co-located with China Sourcing Fair which is an established event in Dubai. 10687 visitors from UAE, MENA countries and other adjoining countries attended the fair.

2.4 Participation in the 2nd Trade And Investment Mission and 10th Trade And Investment Convention At Trinidad And Tobago - June 22nd - 27th, 2009

FIEO participated in the 2nd Trade and Investment Mission and 10th Trade and Investment Convention held at Trinidad and Tobago. FIEO contingent included 17 companies who took part in the Convention. The delegation was led by Mr. G.P. Upadhyaya, Secretary General, FIEO. The 2nd Trade and Investment Mission was inaugurated by Hon'ble Mr. Mariano Browne, Minister of Trade and Industry, Government of Republic of Trinidad and Tobago. FIEO's contingent received a good response from various chambers of commerce with whom the meetings were arranged by the Govt. of T&T.

2.5 Participation in 39th House & Gift Fair at Sao Paulo, Brazil - August 15th - 18th, 2009

FIEO organized participation of Indian businessmen in the 39th House & Gift Fair held at Sao Paulo, Brazil. 22 Indian companies participated under the FIEO banner representing various sectors including home textiles. Stainless steel utensils, handicraft items, imitation jewellery, leather products etc. The House & Gift Fair is the leading professional trade fair of housewares in Latin America and brings together manufacturers, importers, distributors, service providers, buyers, and opinion leaders. The delegation was led by Mr. G.P. Upadhyaya, Secretary General FIEO.

2.6 Interactive Session with Mr. Mariano Browne, Hon'ble Minister of Trade & Industry and Minister in Ministry of Finance, Government of Trinidad and Tobago - September 2, 2009 -New Delhi

FIEO, in association with PEDXCIL organized an Interactive Session with Mr. Mariano Browne, Hon'ble Minister of Trade and Industry and Minister in the Ministry of Finance, Government of Trinidad and Tobago. H E Pundit Maniedeo Persad , High Commissioner of the Republic of

Trinidad and Tobago, Mr. Randall Karim, Director (Policy & Strategy), Ministry of Trade and Industry, Government of Trinidad and Tobago. Mr. Subhash Mittal, Convenor of FIEO Committee on MDA, Mr. G P Upadhyaya, Secretary General, FIEO and Mr Ka. Marappan Chairman & Dr M S Mathivanan, Convenor, Export Promotion Panel, PDEXCIL were also present. The trade prospects between India and Trinidad & Tobago were discussed during the meeting.

2.7 Participation in 106th Session of the China Import and Export Fair (Canton Fair), Guangzhou, China –October 15-19, 2009

A 115 member delegation from 49 companies led by Mr A Sakthivel, President, FIEO participated in the in this Fair. The delegation was accompanied by Mr G P Upadhyaya, Secretary General FIEO. The India Pavilion was inaugurated by the then Consul General of India in Guangzhou, Mr Gautam Bambawale.

The India Pavilion was spread over a space of 612 sqmts. The Indian exhibitors displayed goods from sectors like home décor, household electrical appliances, handicrafts, bags, leather goods, hand tools, light engineering goods, building material and hardware etc. The exhibitors received very good response for their products.

2.8 Participation in India Sourcing Fair-Home Products, Hong Kong - October 20-23, 2009

FIEO organised participation of 50 Indian companies in the India Sourcing Fair - Home Products held at Asia World Expo, Hong Kong. The Fair was co-located with China Sourcing Fair in which more than 3000 companies from China, Korea, Taiwan, Philippines and other countries participated. The fair was inaugurated by Mr. L D Ralte, Consul General of India in Hong Kong. Mr. G P Upadhyaya, Secretary General and Mr. Ajay Sahai, Director General, FIEO were also present. Mr. Ajay Sahai, Director General, FIEO made a presentation to overseas buyers on "How to source from India". The participants displayed goods from sectors like stainless steel kitchenware; jute and jute products; decorative items in aluminium and brass; handloom products; stainless steel kitchenware; aluminium artware and kitchenware; stainless steel cookware; handmade paper products, sports goods, umbrella etc. As per the feedback received from the exhibitors, business to the tune of USD 10 million was expected through participation in this fair.

2.9 Participation in Global Expo Gaborone, Botswana – November 4 – 7, 2009

FIEO organized participation of Indian Businessmen in the Global Expo Botswana at Gaborone, Botswana in which more than 200 exhibitors from different countries participated. Eight Indian companies dealing in products like plastic products, water purifier, solar products, aluminium products participated in the exhibition. The Indian Pavilion was inaugurated by Mr Madhava Chandra, High Commissioner of India to Botswana.

2.10 Venezuela Ambassador calls on FIEO – November 24, 2009

The Ambassador of Venezuela H E Ms Milena Santana Ramirez called on FIEO Secretary General Mr G P Upadhyaya at New Delhi to discuss the scope of trade between the two countries. Ms Ramirez observed that India needs to diversify its trade with Venezuela and should look for opportunities of joint co-operation besides export and import. The Ambassador mentioned that she would welcome the visit of Indian business delegation to Venezuela and shall extend all support to organize business meetings of the visiting delegates.

2.11 Meeting with Consulate General of India in Guangzhou, China - December 1, 2009

A meeting was organized with Mr Indra Mani Pandey, Consul General of India (Designate) in Guangzhou, China, with Mr G.P.Upadhyaya at New Delhi. Secretary General briefed about FIEO's activities and participation in the China Import and export Fair and in the 3rd South Asian Countries Commodity Fair (SACC) scheduled for June 2010. Proposal for warehousing and logistics facilities to the participants at the Canton fair in Guangzhou were also discussed. Mr. Indra Mani Pandey assured full support and cooperation for activities planned by FIEO in China.

2.12 Participation in MACEF Milano International Home Show- January 15 - 18, 2010

FIEO organised participation of Indian companies in the MACEF Milano International Home Show where eleven Indian companies from gift and home furnishing sector participated in this event. The Indian Ambassador to Italy Mr Shahid Arif Khan inaugurated the Indian pavilion.

2.13 Meeting with officials of “Economic Development Agency of Moselle County Council”, Niryat Bhawan, New Delhi - January 18, 2010

A meeting was organized with Mr. Thierry Petry, Director and Mr. Daniel Knoepffler, Charge d' Affaires of Economic Development Agency of Moselle County Council to get a feedback on Euro India Transportation Systems (EITS) that was held during November 17-19, 2009 at Metz, Moselle (France). Mr. G P Upadhyaya, Secretary General said that there was enough possibilities existed for Indian companies for doing business with Moselle either by way of setting up plants there or technology transfer for newer and efficient process like wind power, solar power, automotive sector etc..

2.14 Participation in FITUR International Tourism Fair- January 20 - 24, 2010

FIEO participated in the FITUR International Tourism Fair in Madrid, Spain to promote the travel and tourism sector. FIEO's initiative was aimed at providing a platform to members Travel & Tourism sector and the Hospitality sector. Fourteen Indian delegates from the tourism sector participated in FIEO pavilion. More than 100,000 businessmen visited the fair. Kumari Selja, Hon'ble Minister of Tourism, Housing and Urban Poverty Alleviation, Government of India visited FIEO Pavilion.

2.15 Meeting with Belgium Delegation at FIEO office, New Delhi – January 28, 2010

A meeting was organised with the visiting delegation from Belgium with Mr G P Upadhyaya, Secretary General FIEO. The delegation comprised of Mr. Jean-Pierre (JP) MULLER, First Secretary, Embassy of Belgium, Mr. Stephen SCHULTE, Engineering & Advanced Materials Specialist, Office for Foreign Investors, Wallonia Region of Belgium and Ms Arti Jain, Senior Trade Eco Representation, Wallonia-Brussels Economic Representation, Embassy of Belgium, New Delhi. Trade prospects between the two countries were discussed.

2.16 Meeting with Delegation from Port of Le Havre – February 18, 2010

A delegation from Port of Le Havre, France called on Mr G P Upadhyaya, Secretary General, FIEO at New Delhi. The delegation comprised of Mr. Christian LEROUX, President, Mr. Herve CORNEDE, Commercial & Marketing Director,

Mr. Alain POUSSIER, Marketing – Asia and Capt. Ram Iyer, India Agent, Port of Le Havre, France.

During the meeting FIEO was apprised of strengths and competitive advantages of Port of Le Havre. Various facilities and concessions being granted by Customs Department at this Port were also highlighted.

2.17 EXPOCOMER 2010, Panama City, Panama – March 3 - 6, 2010

FIEO participated in EXPOCOMER held at Panama City, Panama. EXPOCOMER is the leading international trade fair of the Latin American region. The Indian Pavilion was inaugurated by Mr Roberto Henriquez, Minister of Commerce of Panama along with Mr Vishnu N Hade, Indian Ambassador to Panama, Mr Adolfo Linares Franco, President of Panama Chamber of Commerce and Mr Inocencio Galindo, President of EXPOCOMER.

27 companies from India participated in the Fair dealing in sectors such as jute, handicrafts, scarves, fashion accessories, home textiles like cushion covers, bed sheets, table mats, cotton linen and silk fabrics, carpets, tobacco products, liquor, automotive parts etc. More than 500 exhibitors from around the world visited the fair. The Indian Ambassador said EXPOCOMER will give excellent exposure to the Indian companies and also lead to furtherance of India's interests and opportunities in expediting commerce. Mr Hade said Indian companies should make use of the line of credit extended to Panama.

2.18 High Powered Delegation from China Foreign Trade Centre (CFTC), China Visits FIEO – March 10, 2010

A high level delegation from China Foreign Trade Centre (CFTC), Guangzhou, and the organizer of China Import & Export Fair (Canton Fair) called on FIEO at New Delhi. The delegation was led by Mr. Ren Xiangdong, Dy. Director General, CFTC, accompanied by Mr. Chen Shaowei, Section Chief, CFTC, Mr. Zhang Jiaqing, Director, CFTC and officials from Embassy of China. Mr. Ren was on his visit to India for the promotion of the Canton Fair.

FIEO delegation was received by Mr A Sakthivel, President, Mr G P Upadhyaya, Secretary General and Mr Ajay Sahai, Director General. Mr. Ren appreciated FIEO's efforts for mobilizing Indian exhibitors for Canton Fair and felt that it will further help increase the bilateral trade. He complemented

President FIEO for the suggestions for the improvement of Canton Fair for trade promotion. He assured full support and help of CFTC to FIEO for participation in Canton Fair.

2.19 Chinese Delegation on Trade and Investment Mission to India called on FIEO – March 11, 2010

A delegation from the Department of Foreign Trade and Economic Cooperation of Guangdong Province, Guangzhou Mr Chen Yue Hua, Director; Mr Han Fan Yan, Director Consultant and Mr Chen Xu Yan called on Mr G P Upadhaya, Secretary General, FIEO at New Delhi. The delegation was on a Trade and Investment Mission to India for exploring the possibilities of increasing investment from India in sectors like IT, pharmaceuticals, renewable energy, education, tourism etc.

2.20 Meeting with Indian Ambassador Designate to UAE Mr. M K Lokesh – March 16, 2010

Mr. M K Lokesh, Indian Ambassador designate to UAE called on FIEO at New Delhi and had interaction with Mr. J K Jain, Chairman, FIEO (NR), Mr. G P Upadhaya, Secretary General and Mr. Ajay Sahai, Director General. The trade prospects between the two countries and FIEO's future international events in UAE were discussed.

2.21 Delegates from Antwerp Port (Belgium) called on FIEO – March 22, 2010

A delegation from Antwerp Port, Belgium, called on FIEO Secretary General Mr G.P.Upadhaya at New Delhi. The delegation was led by Mr Wim Van den Abeele, CEO, Antwerp Headquarters. During the meeting, advantages of the port of Antwerp were highlighted.

Mr Upadhaya informed about the Federation's initiative to set up a warehouse in Antwerp for the benefit of the exporting community. He informed that initially this facility shall be made available to 30 Indian exporters, and after subsequent evaluation, the capacity would be increased further. He informed that FIEO has already tied up with St John Freight Systems Ltd for this initiative. A team of senior representatives from St John Freight Systems Ltd were also present and had interaction on various functional aspects.

2.22 Meeting with Two Member Team from Belgium – March 22, 2010

A two member team from Belgium, comprising of Mr Paul Hegge, Managing Director Chamber

of Commerce & industry Halle-Vilvoorde and Mr Oliver Wilcox of Brussels Enterprises Commerce & Industry called on FIEO and had discussion with the FIEO Secretary General Mr G P Upadhaya. Mr Vinod Pal, Director (MRD) was also present.

2.23 Participation in 'INTERIORS UAE 2010' at Abu Dhabi, UAE- March 29 - 31, 2010

FIEO participated for first time in 'INTERIORS UAE 2010' held at Abu Dhabi. The sectors like wall and floor coverings, accessories; indoor and outdoor furniture; lightings; fabrics and soft linen, window treatments, kitchens and bathrooms, accessories, home and office décor and accessories covered in the exhibition. Mr Nair, Counsellor at the Indian Embassy in Abu Dhabi visited the Federation's stands' and offered his full support to the participants during the fair and in the future as well.

3. BANKING & INFRA DEPARTMENT

3.1 Memorandum on Pre Policy Consultation Meeting with RBI Governor for Annual Policy Statement 2009-2010 – April 9, 2009

Memorandum submitted on Pre Policy Consultation Meeting with RBI for Annual Policy Statement 2009-2010 held at Mumbai.

3.2 Representation to Empowered Committee of State Finance Ministers regarding Amendment to Sec 5(3) of Central Sales Tax Act of 1956 – April 27, 2009

Representation on amendment to Sec 5(3) of Central Sales Tax Act of 1956 was submitted to Member (Secretary) of Empowered Committee of State Finance Ministers.

3.3 Suggestions for Consideration regarding Meeting with Hon'ble Finance Minister on Union Budget 2009-2010 – May 29, 2009

Inputs were given for Proposal for Consideration regarding Meeting with Hon'ble Finance Minister on Union Budget 2009-2010.

3.4 Proposals for Union Budget 2009-2010 – June 2, 2009

Suggestions for Sections on Service Tax, Direct Taxation and Banking for inclusion in Proposals for Union Budget 2009-2010 were submitted to Hon'ble Finance Minister.

- 3.5 Representation to Governor, RBI and CEO, Banking Codes and Standards Board of India on Losses incurred in Forward Contract – June 11, 2009**
- Representation on Losses incurred in Forward Contract was submitted to Governor, RBI and Chief Executive Office & Member of the Banking Codes and Standard Board of India.
- 3.6 Representation to General Manager, RBI (Northern Zone) for Quarterly Meeting with Customers – June 16, 2009**
- A Quarterly Meeting with Customers was attended and representation was submitted to Assistant General Manager, RBI.
- 3.7 Representations to Indian Embassy in Bangladesh and with Indo Bangladesh Joint Business Council at Mumbai for large number of exporters from the Eastern Region regarding defaulting Bangladesh importers – June 24, 2009**
- Representations were made to Indian Embassy in Bangladesh and with Indo Bangladesh Joint Business Council at Mumbai for large number of exporters from the Eastern Region regarding defaulting Bangladesh importers. On the basis of protracted correspondence with the above, a compilation of defaulting Bangladesh importers from the High Commission of India at Dhaka was circulated to members advising them to exercise caution in doing business with them.
- 3.8 Suggestions for Meetings of 41st Session of SCOPE-Shipping and 49th Session of SCOPE-Air under the Chairmanship of Additional Secretary, Ministry of Commerce – July 1, 2009**
- Agenda Points were submitted to the Ministry of Commerce for the Meetings of 41st Session of SCOPE-Shipping and 49th Session of SCOPE-Air.
- 3.9 Inputs for Ministry of Commerce for Parliament Question related to Interest Subvention – July 3, 2009**
- Inputs were submitted to Ministry of Commerce for Parliament Question related to Interest Subvention.
- 3.10 FIEO's submission to Ministry of Commerce on study on "Methodology for Measuring the Logistics Cost" – July 16, 2009**
- FIEO's submission on study on "Methodology for Measuring the Logistics Cost" was submitted to Ministry of Commerce.
- 3.11 Agenda / issues submitted to Chairman & Managing Director, ECGC – July 23, 2009.**
- Agenda / issues for meeting with ECGC to discuss issues / problems related to insurance of cross border receivables with the MSME export sector were submitted to ECGC.
- 3.12 Representation to Member (Customs), CBEC on Surrender of Drawback in case of non realisation of export proceeds – August 6, 2009**
- On Surrender of Drawback in case of non-realisation of export proceeds, representation submitted to Member (Customs), CBEC.
- 3.13 Representation to Secretary (Revenue), Ministry of Finance for Service Tax Exemption – August 10, 2009**
- On Service Tax Exemption for movement of export goods by coastal / inland waterways and railways a representation was submitted to Secretary (Revenue), Ministry of Finance.
- 3.14 Representation on Forex Derivatives Losses to Hon'ble Finance Minister and Governor, RBI and Chairman and Managing Director of six major Public Sector Banks and Standard Chartered Bank enclosing legal opinion of Former Chief Justice Mr V N Khare – August 13, 2009**
- On Forex Derivatives Losses representation was submitted to Chairman and Managing Director of six major Public Sector Banks and Standard Chartered Bank enclosing legal opinion of Former Chief Justice Mr V N Khare.
- 3.15 Memorandum on Income Tax deductions of profits on sale of DEPB under 80HHC Hon'ble Finance Minister, Hon'ble Commerce & Industry Minister and Deputy Chairman, Planning Commission – August 21, 2009**
- Memorandum on Judgment of the Special Bench of the Income Tax Appellate Tribunal Income Tax deduction of profit on sale of DEPB under Section 80HHC was submitted to Hon'ble Finance Minister, Hon'ble Commerce & Industry Minister and Deputy Chairman, Planning Commission.
- 3.16 Representation on "Leveraged Derivative Contracts" submitted to Hon'ble Finance Minister and Governor, RBI – August 31, 2009**
- Memorandum on "Leveraged Derivative Contracts" with Supreme Court Judgment was submitted to Hon'ble Finance Minister and Governor, RBI.

3.17 Data collected/analyzed and submitted to Committee on Dollar Denominated Credit constituted by DGFT – September 1, 2009

Data on Dollar Denominated Credit was sought by DGFT. Accordingly, circular was issued to FIEO members to sought details of non-availability/contravention of RBI guidelines and a compiled data was submitted to DGFT.

3.18 Representation to Hon'ble Commerce & Industry Minister, Finance Minister and Deputy Chairman, Planning Commission regarding Income Tax deduction of profits on sale of DEPB under 80HHC appealing for CBDT Notification in tandem with the judgement of the Special Bench

Representation were made to Hon'ble Commerce & Industry Minister, Finance Minister and Deputy Chairman, Planning Commission regarding Income Tax deduction of profits on sale of DEPB under 80HHC appealing for CBDT Notification in tandem with the judgement of the Special Bench.

3.19 41st Session of SCOPE-Shipping and 49th Session of SCOPE-Air held on 8th October, 2009 organised at FIEO, New Delhi – October 8, 2009

The above Meeting was chaired by the Additional Secretary, Ministry of Commerce was organized by FIEO at the behest of Ministry of Commerce at New Delhi.

3.20 Pre Policy Consultation Meeting of RBI Governor with President, FIEO on Monetary Policy 2009-2010 at Mumbai – October 14, 2009

For Second Quarter Review of Monetary Policy 2009-2010, a Memorandum was submitted to RBI Governor for the Governor's Pre-policy Consultation Meeting held at Mumbai.

3.21 Data on Interest Subvention Scheme submitted to Additional Secretary, Ministry of Commerce

At the behest of FIEO, Additional Secretary, Ministry of Commerce desired that an audit be made and complaints for evaluating implementation of Interest Subvention Scheme based on feedback from FIEO members assessed. Accordingly, data was obtained from members on the basis of a Questionnaire and the same was compiled and submitted to Ministry of Commerce.

3.22 Representation submitted to Additional Secretary, Ministry of Commerce regarding

infrastructure requirements for Chattisgarh – October 23, 2009

Regarding infrastructure requirements for Chattisgarh, a representation was submitted to Additional Secretary, Ministry of Commerce.

3.23 Representation to Additional Secretary, Ministry of Commerce, Hon'ble Minister of State (Shipping), Secretary, Ministry of Shipping regarding Discrepancy in quoted Currency Exchange Rate and actual rate charged by Shipping Liners – October 29, 2009

Regarding Discrepancy in quoted Currency Exchange Rate and actual rate charged by Shipping Liners, representation was submitted to Additional Secretary, Ministry of Commerce, Hon'ble Minister of State (Shipping), Secretary, Ministry of Shipping.

3.24 Representation to Member (Central Excise) regarding Accrual of Interest Liability on Cenvat Credit – October 29, 2009

Regarding Accrual of Interest Liability on Cenvat Credit, a representation was submitted to Member (Central Excise), CBEC.

3.25 Memorandum to Chairman, AERA regarding AERA Act 2008 – October 26, 2009

Chairman, AERA had sought FIEO's suggestions in the AERA Act 2008 and its representation as a member/stakeholder in AERA. The AERA Act was accordingly circulated to the Managing Committee members and a memorandum was submitted to Chairman, AERA on 26th October, 2009.

3.26 Representation to Finance Secretary regarding 'dollar window' at LIBOR rates for MSME Export Sector – November 4, 2009

Regarding 'dollar window' at LIBOR rates for MSME Export Sector, a representation was submitted to Finance Secretary.

3.27 Representation to Deputy Governor, RBI regarding prudential guidelines for restructuring of advances to industrial units/ industrial units under CDR mechanism / SME's and others – November 6, 2009

Regarding guidelines for restructuring of advances to industrial units/industrial units under CDR mechanism / SME's and others, a memorandum was submitted to Deputy Governor, RBI.

3.28 Memorandum to Ambassador, Embassy of India in USA regarding a comprehensive database of U S buyers – November 13, 2009

A Memorandum to Ambassador, Embassy of India in USA for reciprocal facility to be provided by the Consulates so that a comprehensive database of U S buyers for different products and services could be made available to Indian businessmen / entrepreneurs to facilitate export was submitted.

3.29 Agenda Paper for Meeting with Chairman-Managing Director of Punjab National Bank and Oriental Bank of Commerce – November 17, 2009

Agenda paper was submitted for Meeting with Chairman-Managing Director of Punjab National Bank and Oriental Bank of Commerce to Northern Region.

3.30 Representation to Foreign Secretary, Ministry of External Affairs regarding a comprehensive database of U S buyers – November 18, 2009

Representation to Foreign Secretary, Ministry of External Affairs for reciprocal facility to be provided by the Embassies/Consulates so that a comprehensive database of U S buyers for different products and services could be made available to Indian businessmen / entrepreneurs to facilitate export was submitted.

3.31 Inputs for background study for India Trade Centre, Guangzhou – November 24, 2009

Inputs for background study for India Trade Centre, Guangzhou - Comparative study with China and other countries and suggestions to attract investments in MSME Export Sector was submitted.

3.32 Inputs for the Senior Economic Advisor, Ministry of Finance – November 25, 2009

Mid Year Review of 2009-10 including performance, problems and prospects of exports of both goods and services was submitted to Senior Economic Advisor, Ministry of Finance.

3.33 Representation to Hon'ble Minister of Commerce & Industry and Hon'ble Minister of State for Commerce & Industry on Service Charges in Banking Channels – November 26, 2009

Regarding Service Charges in Banking Channels, representation was submitted to Hon'ble Minister of Commerce & Industry and Hon'ble Minister of State for Commerce & Industry.

3.34 Pre-Budget Proposals on Direct Taxes including Direct Tax Code and GST for the year 2010-2011

Pre-Budget Proposals on Direct Taxes including Direct Tax Code and GST for the year 2010-2011 was prepared and submitted to Ministry of Commerce and Ministry of Finance.

3.35 Representation to Hon'ble Finance Minister – December 1, 2009

On promotion of consultancy exports through fiscal incentives and extension of interest subvention to the sector, representation to Hon'ble Finance Minister was submitted.

3.36 Representation on leveraged derivative transactions submitted to Joint Secretary, Ministry of Finance – December 7, 2009

On leveraged derivative transactions, representation was submitted to Joint Secretary, Ministry of Finance.

3.37 Suggestions for inclusion in the Agenda of Quarterly Meeting with Customers December 11, 2009

A Quarterly Meeting with Customers held on 14th December, 2009 was attended and suggestions for inclusion in the Agenda were submitted to Deputy General Manager (ECD), RBI.

3.38 Queries regarding ECGC Policies submitted to ECGC – December 17, 2009

Queries received from FIEO members regarding ECGC Policies were submitted to ECGC.

3.39 Representation on hike in railway freight rates in exim trade w.e.f 8.1.2010 – December 17, 2009

On hike in railway freight rates in exim trade w.e.f 8.1.2010, a representation was submitted to Secretary, Ministry of Commerce.

3.39 41st Session of SCOPE-Shipping – December 17, 2009

41st Session of SCOPE-Shipping was attended and Agenda Points were submitted.

3.40 Inputs for Chapter on "External Sector" for Pre-Budget Economic Survey 2010-2011 – December 23, 2009

Inputs for Chapter on "External Sector" for Pre-Budget Economic Survey 2010-2011 were submitted to Senior Economic Advisor, Ministry of Finance.

- 3.41 Representation on ECGC Cover on Packing Credit submitted to Governor, RBI – December 24, 2009**
On ECGC Cover on Packing Credit, representation was submitted to Governor, RBI.
- 3.42 Memorandum on Difficulty in availing Dollar Credit from the banks – December 30, 2009**
On difficulty in availing Dollar Credit from the banks received from members, representation was submitted to Jt. DGFT.
- 3.43 Representation to CMD, Allahabad Bank on charges being levied by Allahabad Bank in contravention to RBI Guidelines – January 1, 2010**
On charges being levied by Allahabad Bank in contravention to RBI Guidelines, a representation submitted to CMD, Allahabad Bank.
- 3.44 Representation to Hon'ble Commerce & Industry Minister regarding service charges levied by banks adding to transaction cost of MSME sector – January 6, 2010**
Regarding service charges levied by banks adding to transaction cost of MSME sector, representation submitted to Hon'ble Commerce & Industry Minister.
- 3.45 Representation on congestion surcharge at Kolkata port – January 14, 2010**
On congestion surcharge at Kolkata port, representation was submitted to Joint Secretary, Ministry of Commerce.
- 3.46 Pre-Budget Proposals 2010-2011 – January 19, 2010**
Pre-Budget Proposals 2010-2011 were submitted to Hon'ble Minister for Commerce & Industry, Hon'ble Minister of State for Commerce & Industry, Commerce Secretary, Hon'ble Finance Minister, Secretary (Finance), Hon'ble Minister for Textiles, Secretary (Textiles), Cabinet Secretary, Secretary (Revenue), Secretary (Banking) and Director General of Foreign Trade.
- 3.47 Representation on EDI connectivity enabling export/import of commodities through Pipavav Port – January 25, 2010**
On EDI connectivity enabling export/import of commodities through Pipavav Port, representation was submitted to Chairman, CBEC, Ministry of Finance.
- 3.48 Representation on Delay in allotment of rakes – January 27, 2010**
On Delay in allotment of rakes, representation was submitted to Joint Secretary, Ministry of Commerce & Industry, Railway Board.
- 3.49 Inputs on 'Strategy Paper on Africa' – January 28, 2010**
Inputs on 'Strategy Paper on Africa' were submitted to Joint Secretary, Ministry of Commerce.
- 3.50 Agenda Points submitted on Half-yearly Meeting of SLBC for Export Promotion – January 29, 2010**
Half-yearly Meeting of SLBC for Export Promotion was attended and agenda points were submitted.
- 3.51 Representation on income tax exemption on exports – February 2, 2010**
On income tax exemption on exports, representation was submitted to Joint Secretary, Ministry of Commerce & Industry.
- 3.52 Proposal for MOU – D&B Online Trust Solutions and D&B Self Reports and BIR on Overseas Customers – February 4, 2010**
A Proposal for MOU – D&B Online Trust Solutions and D&B Self Reports and BIR on Overseas Customers was prepared.
- 3.53 Representation on Liberal Interpretation of 'place of removal' for exports – February 5, 2010**
On Liberal Interpretation of 'place of removal' for exports, representation was submitted to the Chairman, CBEC, Ministry of Finance.
- 3.54 Representation on refund of service tax to Member (Service Tax), CBEC – February 5, 2010**
On refund of service tax, representation was submitted to Member (Service Tax), CBEC.
- 3.55 Representation to Vnesheconombank to fructify into a viable trade relationship – February 9, 2010**
A representation was submitted to Chairman, Vnesheconombank to fructify into a viable trade relationship.
- 3.56 Representation submitted to the Governor, RBI on Exchange Earners Foreign Currency Account (EEFC) – February 18, 2010**
On Exchange Earners Foreign Currency Account

(EEFC), representation was submitted to the Governor, RBI.

3.57 Representation to submitted to Chairman, CBDT on Waiver of TDS on Foreign Agency Commission – February 18, 2010

On Waiver of TDS on Foreign Agency Commission, representation was submitted to Chairman, CBDT, Ministry of Finance.

3.58 Inputs for International Seminar on ‘Challenging needs of bulk users of Batteries – User & industry interface’ – February 20, 2010

Inputs were given for introductory remarks on ‘Challenging needs of bulk users of Batteries – User & industry interface’ for a session - Int'l Conf. on Alternate Energy.

3.59 Memorandum on currency conversion submitted to Chairperson, BCSBI – February 23, 2010

On currency conversion, representation submitted to Chairperson, BCSBI.

3.60 Representation to Governor, RBI on ‘leveraged derivative contract’ – February 23, 2010

On ‘leveraged derivative contract’, representation was submitted to Governor, RBI.

3.61 Post-Budget Discussions were held with Members of the FIEO Managing Committee – March 5, 2010

Post-Budget Discussions were held with Members of the FIEO Managing Committee at FIEO Niryat Bhawan to discuss the provisions of the budget.

3.62 Representation to Chairman, CBDT on Waiver of TDS on Foreign Agency Commission – March 15, 2010

On Waiver of TDS on Foreign Agency Commission, a representation submitted to Chairman, CBDT.

3.63 Meeting on Consultation Paper containing AERA's – March 16, 2010

FIEO submitted its memorandum to the Secretary, AERA and participated in meeting on Consultation Paper containing AERA's proposed positions / approach on regulatory philosophy and approach in economic regulation of airports and air navigation services under the chairmanship of Mr Yashwant Bhawe, Chairman, AERA.

3.64 Agenda points for Meeting with Chairman, Indian Banks Association – March 22, 2010 at Mumbai

Agenda points for the Meeting with Chairman, Indian Banks Association which was held at Mumbai were prepared.

3.65 Other following issues taken up with the concerned authorities

- Representations on Guidelines of RBI on NPA's
- Redemption of EPCG Licence / Export Obligation Certificate.
- Trade disputes of M/s Cure Chem India, New Delhi.
- Disallowance of 80% depreciation for items like civil works and electrical forming integral part of the windmill project
- Non-settlement of claim of M/s Sudarshan Dhoop Pvt. Ltd. and M/s Parmeshwari Fabrics Pvt. Ltd.
- Income tax deduction of profit on rate of DEPB, M/s Dhenolal & Sons, Kolkata details of transfer petition and current status.
- Clarification on TDS to M/s Shree Ganesh Acid Chem (P) Ltd.
- CEO, Banking Codes & Standards Board of India regarding problems of service charges levied by banks.
- Proposal to CGTSME to organize / sponsor Workshops in Export Clusters at Khurja, Firozabad, Saharanpur etc. and metro cities to ensure that the benefit of the schemes are fully utilized by the MSME Export Sector.

3.66 Members Individual Issues

During the period Members' issues pertaining to Losses incurred in forward booking of an export contract, Not-receipt of payment, Rejected consignment received from Chinese supplier, Steep Hike in Bank Charges, Non-release of B/L and export related documents by freight forwarder, Non-disbursement of drawback, Non-payment of Export Consignments sent to Bangladesh, 2% Interest Subvention on Rupee Export Credit and Inclusion of Agri Processing Sector in Interest Subvention were taken up with the concerned authorities for relief / redressal, with follow up at regular intervals.

3.67 During the period, 36 Press Releases on the following matters were issued :

Sharp Slowdown in Credit Off take to MSME Sector may impact GDP Growth; Recommendations of Committee on Credit Delivery to the Micro and Small Enterprises Sector; Decrease in three months LIBOR to below 1% should reduce credit costs to MSME export sector; FIEO's reactions on fall in Industrial Production; Hon'ble Finance Minister's Meeting with Bankers may ensure necessary rate cuts for the MSME sector to stimulate credit offtake etc.

3.68 During the period, 19 news items for inclusion in FIEO News were also prepared and submitted including :

Meeting with Banking Standards & Codes Board of India (BSCBI) & Ombudsman; Measures by RBI for Micro, Small and Medium Units (MSME); Exemption from payment of Excise for Job Work – Notification No.214/86-C.E; Cenvat Credit for Job Workers; Matter on Tax Holidays, Tax Holiday (Table II) and Direct Tax; Extension till March 2010 under stimulus package to ECGC; Working Capital Term Loans against Export Receivables etc.

3.69 During the period, matter for hosting in FIEO Website including:

Gist of important A.P. (Dir Series) Circulars; Matter on Tax Holidays, Tax Holiday (Table II) and Direct Tax; Extension till March 2010 under stimulus package to ECGC.

4. Services Department

4.1 Meeting with the Officials of Ernst & Young – April 16, 2009

A team of senior officials from Ernst & Young, India met FIEO Services Department officials to discuss possibility of organising programmes with FIEO connected with important services for the benefit of SME businessmen. They had shown keen interest in jointly organising programmes in the service sector.

4.2 FIEO participation in ATM, 2009 in UAE – May 5 - 8, 2009

FIEO participated in the Arabian Travel Market international exhibition in Dubai. A total of 17 delegates from the travel & tourism, hospitality medical tourism sectors participated in the FIEO

Pavilion at the ATM exhibition. One of the most renowned travel and tourism international exhibition having participation from 69 countries and more than 2100 exhibitors. According to the feed back from the participants of the delegation, they had good opportunity to interact with potential business visitors from UAE and other GCC countries. These business interactions are expected to provide them good opportunity to expand and develop business deals in the near future.

4.3 Meeting with Dharamshila Hospital – 12th May, 2009

A team of officials led by Ms S Khanna, Executive Director, Dharamshila Hospital, Delhi met Service Department officials. Ms Khanna discussed various potential opportunities that are available in Medical care in India which can be showcased to the World in order to attract Medical Tourism.

4.4 Meeting with Director, Ministry of Health, Government of India. – June 15, 2009

The officials of the Services Division of the Federation met Dr. Sharat Chauhan, Director, Ministry of Health, Government of India to discuss the involvement of Health Ministry in FIEO's future overseas programmes connected with healthcare, medical tourism, etc Dr. Chauhan agreed to consider specific proposals of FIEO in this regard.

4.5 Meeting with Assistant Director General, Ministry of Tourism, Govt. of India – June 25, 2009

The officials from the Services Division of the Federation had a discussion with Ms Meenakshi Mehta, Assistant Director General, Ministry of Tourism, Govt. of India in connection with FIEO participation in ITB-Berlin exhibition & other important international exhibitions. Ms Mehta was also briefed about FIEO's participation in overseas international fairs & its initiative to promote the services sector, including the tourism.

4.6 Meeting with Director, Department of Ayush, Ministry of Health, Government of India. – July 7, 2009

The officials from Services Division of the Federation met Ms Meenakshi Negi, Director, Department of Ayush, Ministry of Health, Government of India and discussed the possibilities of financial assistance by the Ayush Department to the delegates taking part in FIEO's healthcare delegation to South Africa & Ethiopia and association of Department

of Ayush in FIEO's proposed participation in ITB-Berlin in March, 2010.

4.7 Meeting with Ambassador of Ethiopia – July 21, 2009

Director General, FIEO along with officials of Services Division called upon H.E. Ms Gennet Zewide, Ambassador of Ethiopia at Ethiopian Embassy, New Delhi and apprised her about FIEO's efforts and initiatives to promote export of goods and services. Ambassador welcomed the efforts made by FIEO to promote export of goods & the healthcare sector and reiterated the need for tie-ups and co-operation in this sector between the two countries. She added that to attract the foreign investment, the Govt. of Ethiopia had announced a number of incentives for foreign investors in healthcare sector including import of duty free medical & laboratory equipments and Indian businessman can take advantage of this.

4.8 Interactive Meeting on Scope & Opportunities in Healthcare sector in Ethiopia – July 28, 2009

FIEO organized an Interactive Meeting with the Ambassador of Ethiopia, Her Excellency Ms Gennet Zewide at Niryat Bhawan, New Delhi to discuss scope and opportunities available in Ethiopia in healthcare sector. The meeting was Chaired by Mr. Subhash Goyal, Convenor, FIEO Committee on Services. Mr. Ajay Sahai, Director General & CEO, FIEO; Mr. Mehreteab Mulugeta, Minister Counsellor, Embassy of Ethiopia were also present. Besides, senior doctors and representatives from leading medical institutions, medical equipment exporters were also present.

4.9 FIEO welcomed Fiji High Commissioner – August 20, 2009

FIEO gave a warm welcome to the Fiji High Commissioner H.E. Savenaca Kaunisela who was accompanied by First Secretary of Fiji High Commission, Mr. Ratish Singh who were on a courtesy visit to FIEO Headquarters at New Delhi. High Commissioner emphasized on the cultural & economic similarities between the two countries. The High Commissioner highlighted Fiji's principal export destinations which are Singapore, Australia, US, UK and said that they are now looking at India to increase the trade relations between the two countries. The Director General, FIEO Mr. Ajay Sahai was also present. The prospects of the increase in two way trade

between the two countries were also discussed.

4.10 Meeting with Minister of State for Water Resources, Govt. of India - August 26, 2009

A meeting was organised with Mr. Vincant Pala, Minister of State for Water Resources, Govt. of India at Niryat Bhawan, New Delhi. Mr. Anish Gandhi, Advisor to the Chief Minister of Meghalaya was also present. The meeting was Chaired by Mr Subhash Goyal, Convener, FIEO committee on Services. Mr G P Upadhyaya, SG, FIEO, Mr Ajay Sahai, DG, FIEO, Mr Ashok Kumar, DDG, FIEO were also present. The main objective of the meeting was to discuss the possibility of involving FIEO in various export promotion programmes to promote the state of Meghalaya as a potential centre for exports and tourist destination. It was suggested to establish a Trade Centre in Shillong to promote the artisans of the state and showcase their products in International markets with the help of FIEO.

4.11 Meeting with Trade Counsellor, Embassy of Fiji – October 15, 2009

The officials of Services Division met Mr Ratish Singh, Trade Counsellor, Embassy of Fiji to explore new avenues to increase in bilateral relation between the two countries. Issues involving multi-entry visa, trade barriers, etc were discussed. While assuring all cooperation to FIEO members, Mr Singh requested FIEO to arrange a Meet on exploring business opportunities with Fiji in near future.

4.12 Interactive Meeting on Scope of Business Opportunities in New Zealand and Australia – October 27, 2009

An Interactive meeting was organized on the scope of Business Opportunities in New Zealand and Australia. The Ambassador of New Zealand along with Trade commissioner of New Zealand gave useful overview of the economy of the country, highlighted various sectors that Indian organizations can explore for joint – ventures, take-over, etc. Mr Dipak Rughani, President of Australia India Business Council, Australia, Mr Bechara Shamieh, Managing Director, Consolidated Lawyers, Australia were also present and pointed out various avenues of Trade cooperation and business opportunities. The meeting was Chaired by Mr Subhash Goyal, Convener, FIEO Committee on Services and was attended by a large number of members of the trade.

4.13 Interactive Meet with High Powered Delegation from Philippines –November 24, 2009

The Federation welcomed a 40 member High Powered Delegation from Philippines, followed by an Interactive Meeting on Scope of Business Opportunities in Trade-in-Services and Goods with Philippines at New Delhi. The delegation was headed by Mr. Samuel Chioson, President of Cebu Chamber of Commerce and Industry, Philippines and was accompanied by Commercial Counsellor. One to one meeting with the members of concerned sectors was also arranged with the visiting delegates. Mr Subhash Goyal, Convener, FIEO Committee on Services, Mr Ajay Sahai, Director General & CEO, FIEO and Mr G P Upadhyaya, Secretary General, FIEO were also present.

4.14 Seminar on Business Opportunities with Asian Development Bank –November 26, 2009

FIEO organized a Seminar on Business Opportunities with Asian Development Bank at New Delhi. The seminar was aimed to provide information related to (i) access to business opportunity under ADB projects, (ii) specific procurement opportunities under ADB projects, (iii) ADB's policies and procedure for procurement and consultant selection. The event witnessed huge participation from the members of the trade and was co-organized in association with Consultancy Development Centre, Exim Bank and Builders Association of India. Senior Procurement Experts from ADB, Manila gave their presentations for the benefit of Indian professional firms. The Seminar was addressed by Mr S Muramoto, Head PAU, ADB, Mr Subhash Goyal, Convener, FIEO Committee on Services, Mr Ajay Sahai, Director General & CEO, FIEO and Mr G P Upadhyaya, Secretary General, FIEO, representatives from Exim Bank, BAI, CDC also.

4.15 FIEO participation in Travel Turkey, Izmir, 2009 –December 10 - 13, 2009

In order to promote travel and tourism sector and to increase the inflow and outflow of tourists and medical tourism between India and Turkey, FIEO participated in region's biggest Travel and Tourism Fair, Travel Turkey Izmir which was held at International Izmir Fair Centre, Kulturpark, Izmir, Turkey. The event was organized in association with TURSAB which is one of the largest Tour and Travel Association of Turkey and IZFAS. FIEO pavilion was inaugurated by Mr. Turgut

Koyuncoglu, Honorary Consulate General of India in Izmir. Apart from B2B meetings, Interactive Meet was also organized with TURSAB, IZFAS and Kusadasi representatives.

4.16 Meeting with Fiji High Commissioner –January 11, 2010

A FIEO delegation led by Mr. Ajay Sahai, Director General & CEO, FIEO met H.E. Mr. Savenaca Kaunisela, High Commissioner of Fiji to discuss the bi-lateral trade relations between India and Fiji. The High Commissioner extended all support to the Federation in opening of new avenues of business in trade in services and goods between the two countries as the new air route has decreased the air time and air fare by almost half.

4.17 FIEO participation in SATTE, 2010, New Delhi – January 28 - 30, 2010

FIEO participated in South Asia's biggest Travel & Tourism B2B Fair which was held at ITPO, New Delhi. The event with due support from the Ministry of Tourism and Civil Aviation was inaugurated by Kumari Selja, Hon'ble Minister of Tourism, Govt. of India. The event was addressed and witnessed by the presence of members of the trade from more than 19 countries, 23 States of India, apart from Mr. Praful Patel, Hon'ble Minister of Civil Aviation and Ms Sheila Dixit, Chief Minister of Delhi. FIEO pavilion was inaugurated by Kumari Selja, Hon'ble Tourism Minister. Apart from highlighting FIEO's role in promotion of trade in services and FIEO activities & participation in various international events, a membership drive was also launched.

4.18 FIEO participation in TTF & OTM, 2010, New Delhi –February 11 - 13, 2010

FIEO participated in India's biggest travel and tourism show which was held at Hotel Ashok, New Delhi. The event had an annual opportunity for organizations from India and abroad to showcase their products and services. The event with due support from Ministry of Tourism and Culture was witnessed by the presence of Mr. Sultan Ahmed, Hon'ble Tourism Minister of State, Govt. of India, H.E. Mr. Zhang Yan, Ambassador of China in India; H.E. Mr. Krit Kraichitti, Ambassador of Thailand in India. FIEO pavilion was inaugurated by H.E. Mr. Krit Kraichitti, Ambassador of Thailand in India. Apart from a large number of Govt. officials of different States and members of travel and tourism sector, Mr. Sujit Banerjee, Secretary Tourism, Govt. of

India visited FIEO pavilion and were briefed about Federation's role in accelerating India's foreign exchange. A membership drive was also launched.

4.19 Interactive Meet with High Powered delegation from Fiji –February 17, 2010

An Interactive Meet with High Powered Delegation in trade in services from Fiji was organized at Niryat Bhawan, New Delhi. The delegation was headed by Dr. Salanieta Sakata, Permanent Secretary, Govt. of Fiji. The delegation was escorted by Mr. Ratish Singh, First Secretary, Fiji High Commission in India. A B2B was also organized with the Indian members of the trade in services. A large number of people in travel and tourism sector, healthcare sector, medical tourism attended the meet.

4.20 FIEO participation in ITB-Berlin – March 10 - 14, 2010

The Federation of Indian Export Organizations participated in ITB Berlin held in the Germany Capital. The world's leading travel and tourism show, ITB Berlin provides a B2B platform for trade visitors, an excellent opportunity to meet business partners and to conduct business.

5. Publicity Department

Federation of Indian Export Organisations (FIEO) has been pursuing its publicity programme including issuing of Press Releases, placing an Articles on trade related matters by the President and Director General, FIEO in national dailies besides arranging Press Conference, Interviews of the President and Director General with the Print and Electronic Media on trade related issues and developments.

Press Releases were issued by FIEO during the period 1.4.2009 to 31.3.2010 on various trade related subjects. Some important press releases are: FIEO reacts on Export Data, FIEO Delegation to visit China, Sharp slowdown in credit off take to MSME sector may impact GDP growth: FIEO Chief, FIEO President received Padam Shree Award, Remove cost disability of Indian Exports: FIEO participates at India Sourcing Fair – Home Products in Hong Kong, Banks should respond to reduction to lower their PLR: Focus of export credit should be on SMEs: Exports will improve from July, 2009: Decrease in three months LIBOR to below 1% should reduce credit costs to MSME

export sector: FIEO's reactions on fall in Industrial Production, FIEO welcomes stable, progressive and industry friendly Government:

FIEO seeks diversification of international markets and enlargement of trade basket, FIEO participated at India Sourcing Fair – Home Products in Dubai, FIEO reacts to Trade Data of May, 2009 and expects relief from Union Budget, Price hike to impact exporting units: FIEO reacts to Economic Survey, Dedicated freight corridors and non stop trains to reduce logistics time and cost : FIEO welcomes Union Budget:

FIEO seeks support for Services Sector, Interactive Session with Commerce & Industry Minister, Stimulating aggregate demand is key to economic recovery: FIEO's meeting with Textile Minister, FIEO welcomes quick disposal of Tufs fund: Falling exports require immediate intervention: Exporters have high expectations from Foreign Trade Policy: FIEO, Market diversification is pivot of the Foreign Trade Policy: Exports data on expected line but pharmaceuticals exports fall a cause of concern: President, FIEO, Exporters demand credit insurance to help diversify their markets, FIEO initiative for boosting agri exports, Exports data on expected line and points to positive growth in months to come: FIEO participated in the China Import and Export Fair (CANTON), Indo-China trade to reach US \$ 60 billion by 2010: FIEO participated in India Sourcing Fair – Home Products, Hong Kong, Small exporters are likely to be hit by current appreciation: Rupee appreciation and stimulus by other countries hitting small exporters: Base rate will ensure transparency benefitting MSME: Poor credit growth and rate of credit is a cause of concern: Trade off between growth and inflation well balanced, Proposed FTA with India to accelerate two-way trade: New Zealand High Commissioner, Asstt. US Trade Representative shares US Government's mandate to bring India with the top 10 Trading Partners of United States, Dollar inflow should ease credit to exporters: Low cost credit window of MSME will impart competitiveness, Exports inching towards positive growth from 2010, FIEO appealed to Government to immediately suspend export of raw cotton, FIEO reacts on continuous depreciation of US Dollar, Indo Asean Agreement to boost bilateral trade with Philippines, Judicious use of inflow crucial for economy: FIEO appealed to Government to allow 50 lakhs bales of raw

cotton for exports in a year with monthly ceiling of 4 lakh bales to enable textiles and garment exporters to maintain their export markets, FIEO seeks redressal to emergent issues and ADB urged Indian Service Providers to participate in projects funded by ADB, Regulate raw cotton exports for sustaining value added exports, Interest hike to press demand further, Hardening of interest rates round the corner, New initiatives to strengthen market diversification that will add to export competitiveness, MSMEs need a level playing field to compete in exports, Export growth will continue this fiscal, Sustaining stimulus package for MSME export Sector.

Freight rates need rationalization in view of global slowdown, Extension of Interest subvention crucial for labour intensive sectors: High banking charges crippling exports: High Powered Delegation from China Foreign Trade Centre (CFTC), China visits: FIEO signs MOU with Chamber of Commerce & Industry of Burkina Faso, FIEO proposes fixed exchange rate for export: Press Releases were published in various leading newspapers in all over India editions, Magazines, Websites and also Broadcast in various TV Channels.

Articles

Articles of FIEO President and Director General, FIEO on trade related matter were issued during the above period. These articles were published in the leading newspapers.

Interviews

Interviews of FIEO President and Director General, FIEO were organized on Export growth, Recession, Measures to stimulate economy and exports, Global slowdown, Service tax, Banking, Union and Railway Pre & Post Budgets, Credit Policy, Foreign Trade Policy and on other trade related issues for telecast in leading TV Channels.

FIEO News

FIEO News, the mouthpiece of FIEO, is being published every month. All the activities and events of FIEO are being covered in FIEO News. It is being sent to all FIEO members, Indian Missions abroad and foreign Missions in India, all Central and State Government officials, all Banks besides Chambers of Commerce and Industry.

6. Market Development Assistance(MDA)

6.1 Finalization of FIEO's Annual Action Plan for Overseas events:

The annual action plan of FIEO's export promotion activities in the overseas markets for the year 2009-10 was finalized and submitted to the Ministry of Commerce. The action plan was approved by the Doc sanctioning Rs.1.50 crores for 15 activities of the Federation. (Code and Non-code activities).

6.2 MDA Committee meeting at FIEO

06 MDA Committee meetings were held at FIEO Head Office during the year which were Chaired by Mr. Ajay Sahai, Director General, FIEO. A total of 84 proposals of the exporters concerning participation in Exhibition/BSMs organized by FIEO were discussed and 83 proposals were approved. One proposal was rejected by the Committee as the same was not as per the norms of MDA Guidelines.

6.3 MDA Sanctioned & Disbursement

FIEO MDA Division during the year disbursed Rs.81,79.434/- to 83 exporters for their approved overseas activities. During the year FIEO received MDA grant of Rs. 82.79 lakhs from the Ministry of Commerce under the MDA Schme for its overseas export promotion activities for the year 2009-10.

6.4 Release of MAI Funds for FIEO Activities

FIEO received MAI funds from the Ministry of Commerce for organizing 08 activities which were approved by the MAI Empowered Committee in its meeting under the Chairmanship of Commerce Secretary.

7. Northern Region

7.1 64th National Day of the League of Arab States - April 2, 2009

FIEO (NR) organized 64th National Day of the League of Arab States at New Delhi. Diplomatic representatives of member countries of Arab League and various other countries attended the ceremony. It was addressed by Mr. J K Jain, Chairman FIEO (NR); Mr. Navratan Samdria, Past President, FIEO; and Mr. Ajay Sahai, Director General, FIEO.

Dr. Ahmed Salem Al-Wahishi, Chief Representative of the League of Arab States Mission in New Delhi,

informed that the Memorandum of Cooperation signed between India and League of Arab States during December 2008 was yielding desired results. The Memorandum envisaged setting up Indo-Arab Forum for forging deeper cooperation between the two sides at all levels including economic and commercial cooperation

7.2 Workshop on Forex Hedging at Kanpur - April 21, 2009

FIEO (NR), in association with MCX-SX, organized a Workshop on Forex Hedging at Kanpur. Mr. Krishan Kumar, Senior Consultant, MCX-SX, Mumbai, made a presentation explaining advantages of currency hedging through currency future and strategies that importers and exporters should adopt to hedge themselves against currency volatility. Mr. Satish Kumar, Jt DGFT, Kanpur said that the workshop would enable exporters manage their currency risks and insulate themselves from exchange rate fluctuations that the country is witnessing for a long long time now. Mr. V.K.Nayak, DGM, RBI, Kanpur also attended the Workshop.

7.3 Open House Meet with DGFT, ECGC and RBI at Jaipur - April 24, 2009

FIEO (NR), in association with Department of Industries, Govt of Rajasthan, organized an Open House of exporters with the officials of DGFT, ECGC and RBI at Jaipur. More than 150 exporters participated in the Open House. Exporters interacted with Mrs Rukmani Haldia, Addl Chief Secretary, Govt of Rajasthan; Mr R.S.Gujral, DGFT; Mrs Veenu Gupta, Secretary, Industries, Govt of Rajasthan; representatives from RBI, ECGC, CONCOR and other officers from Central and State Govt. Mr. J.K.Jain, Chairman, FIEO(NR) in his address called for early resolution of exporters' foreign trade policy and banking related issues saying global economic meltdown has shrunk international market and exporters are passing through a very difficult phase. Exporters sought special relief for key industry sectors of Jaipur like handicrafts.

7.4 Interactive Meeting on Trade and Business Opportunities in the Republic of Iraq at New Delhi - April 28, 2009

FIEO(NR) organized an Interactive Meeting on Trade and Business Opportunities in the Republic of Iraq at New Delhi. Mr Hussain A Rajab,

Commercial Counsellor, Embassy of the Republic of Iraq in his address apprised the participants that economic transformation is taking place in Iraq and the country is moving towards free market. He informed that lot of opportunities exist for private sector as the laws pertaining to private investment are very liberal. Mr J.K.Jain, Chairman, FIEO(NR) in his welcome address mentioned that given the strong Indo-Iraq friendly ties existing through the ages, FIEO is keen to see bilateral trade between India and Iraq growing manifolds from the level of US Dollars Seven Thousand One Hundred and Three Million during 2007-2008. Mr Ajay Sahai, Director General, FIEO while apprising about the role of FIEO in International Trade promotion mentioned that there is a need to de-mystify the information about Iraq. He informed that FIEO has signed 49 MOUs with different countries to promote bilateral trade and would be happy to sign an MOU with Iraq.

7.5 Gandhi Shilp Bazaar at Kanpur - May 22- 31, 2009

FIEO (NR) organized Gandhi Shilp Bazar at Brijendra Swaroop Park, Arya Nagar, Kanpur. More than 150 artisans which included Master Craft Men and Women from 17 different states and Union Territories exhibited their products. This was one of the first and Mega event sponsored by O/o Development Commissioner (Handicrafts), Ministry of Textiles, Govt. of India. The event was inaugurated by Mr Anil Kumar Sagar, IAS, District Magistrate, Kanpur. H.E. Dr Ahmed Salem Saleh Al -Wahishi, Chief Representative, League of Arab States Mission, New Delhi also visited the Gandhi Shilp Bazaar. During his visit a workshop on Doing Business with Arab League States was also organized where the exporters were invited. During the event a two days workshop on Export Marketing & Documentation was also organized for the benefit of the artisans.

7.6 Africa Day Meeting at New Delhi - May 29, 2009

FIEO (NR) in association with African Group of Heads of Missions organized Africa Day at New Delhi. The Hon'ble Lt. Governor of Delhi, Mr. Tejendra Khanna was the Chief Guest. The Heads of Missions and commercial representatives of over 100 countries, senior officials from the Ministries of External Affairs, Commerce and others, Public Sector Undertakings, international organisations like Japan International Cooperation Agency (JICA), United Nations World Food

Programme and Institute of UN & UNESCO Studies participated in the event. Mr. Khanna said that the African nations were key drivers of global economy and mentioned that Africa and India shared rich cultural diversity and there were many avenues of partnerships for inclusive growth. Mr J K Jain, Chairman, FIEO(NR) assured the African Group a committed, dedicated and efficient support from FIEO towards developing better economic and trading ties between the African countries and India. He urged the African Group and the heads of missions of the African countries to consider the development of a close network between the African countries and FIEO such that all requirements emanating from the business communities of the African nations and FIEO members are communicated effectively and swiftly.

7.7 Two Days Training Programme On Export Marketing Procedures & Documentation at Jhansi & Bundelkhand – June 29-30, 2009

FIEO(NR) with the assistance of UP Export Promotion Bureau, Lucknow along with Bundelkhand Chamber of Commerce & Industry, Jhansi organized a Two Days Training Programme on Export Marketing Procedures & Documentation for the benefit of Exporters, entrepreneurs and Industries based at and around Jhansi & Bundelkhand.

The Programme was inaugurated by Mr Raj Shekhar, IAS, District Magistrate, Jhansi, accompanied with Mr Amit Tripathi, IAS Joint Magistrate. Mr I. K. Kochar, President, Bundelkhand Chamber of Commerce & Industry, Jhansi Mr Umesh Chandra, Assistant Director, UP Export Promotion Bureau, Govt. of UP, Lucknow. Prof. S. K. Verma from Indian Institute of Foreign Trade, New Delhi and Prof. Madanlal from Indian Institute of Foreign Trade, New Delhi. A Large number of export executives and representatives of Industries deputed their representatives and found the workshop very beneficial and useful.

7.8 Meeting with Mrs Shiela Dikshit, Chief Minister of Delhi at New Delhi – July 13, 2009

Mr J.K.Jain, Chairman, FIEO (NR) along with Mr Ajay Sahai, Director General, FIEO met Smt. Shiela Dikshit, Hon'ble Chief Minister of Delhi at her residence. Some of the issues raised during the meeting were VAT; labour laws; quality of power; water; infrastructure etc.

7.9 Meeting with Dr Shashi Tharoor, Hon'ble Minister of State for External Affairs held at New Delhi – August 3, 2009

Mr J K Jain, Chairman, FIEO (NR) made a courtesy call on Dr Shashi Tharoor, Hon'ble Minister of State for External Affairs and shared with him the new paradigm of trade diplomacy which the Indian Missions should engage into in order to facilitate better reach of Indian products and services into international market.

The Hon'ble Minister was very positive in his approach and assured FIEO all his support in international trade promotion.

7.10 Interactive Session on “Banking Codes and Standard Board of India (BCSBI)” at New Delhi – August 12, 2009

FIEO (Northern Region) organized an Interactive Session on Banking Codes and Standards Board of India (BCSBI) at New Delhi.

Mr Ajay Sahai, Director General, FIEO in his address mentioned that banking charges are one of the important constitutions of transaction cost which affects the profitability of the exporters particularly small and medium enterprises. Mr R.C.Arora, Senior Vice president and Compliance head of BCSBI in his detailed presentation informed that BCSBI ensured that the banks followed the code reflecting the positive commitment to their Micro and Small Enterprise (MSE) customers so as to provide easy, speedy and transparent access to banking services in their day to day operation and in times of financial difficulty. Mr P.Raveendradas, Dy General Manager, SIDBI was also present at the meeting and made a presentation of the various subsidy schemes of SIDBI and Govt. of India.

7.11 One Day Workshop on Code of Bank's Commitment to MSMEs at Kanpur – August 13, 2009

FIEO (Northern Region), organized a one Day workshop on Code of Bank's Commitment to MSMEs for the benefit of Exporters, entrepreneurs and Industries based at and around Kanpur. Mr. J K Jain Chairman (Northern Region) informed that such a body will ensure that banks play an important role in shaping the trade, industry and commerce of any country. He said that it is necessary that minimum standards of banking practices are established and they are religiously practiced while dealing with the industry especially

with Micro, Small and Medium Enterprises. Mr L. N. Agarwal, Merchants' Chamber of UP, Kanpur In his address mentioned that a regulatory body e.g. Banking Codes & Standards Board of India, Mumbai set up RBI would difenately help all categories of Industries whether export oriented or otherwise for the betterment of excellent services of banking. Mr. R C Arora, Senior Vice President and Compliance head of BCSBI informed that the BCSBI ensures that the banks follow the voluntary code reflecting the positive commitment to their Micro and Small Enterprise (MSE) customers to provide easy speedy and transparent access to banking services in their day to day operation and in times of financial difficulty.

Mr Sunil Agnihotri, Joint DDG FIEO informed that RBI in November 2003 had constituted the Committee on Procedure and Performance Audit of Public Services and they suggested steps to improve the quality of banking services to their clients.

7.12 3 Days Training Programme on Export Marketing Documentation & Procedures at Kashipur, Uttrakhand – August 24-26, 2009

FIEO (Northern Region), in association with Kmaun Garhwal Chamber of Commerce & Industry, Kashipur, Uttrakhand with the assistance of Indian Institute of Foreign Trdae, New Delhi had organized a 3 Days Training Program on Export Marketing Procedures & Documentation for the benefit of Exporters, entrepreneurs and Industries based at and around Kashipur in Uttrakhand.

Sri R. Raju, IAS Divisional Commissioner, Kumaun Mandal and Director ATI, Nainital was the Chief Guest for the training program and he conveyed his great feelings for organizing the program in Kashipur for the benefits of exporters & Industries. Sri Y. S. Garg, Chief Executive Officer-FIEO-Kanpur Chapter, In his address informed about the activities of FIEO. He mentioned that such programs have in past been organized at number of places e.g. Lucknow, Meerut, Aligarh, Bareilly, Firozabad, Farukhabad, Khurja, Varanasi, Bhadohi, Kanpur, Rampur, Hathras. He said that such type of programme help the participants in identifying overseas market, preparation of export documentation, understanding the foreign trade policy and sourcing buyers through E-Commerce. Mr Rajeev Ghai, President, Kumaun Garhwal Chamber of Commerce & Industry, Kashipur, In his address mentioned that export documentation

and Procedures are very important for exports and this unique training programme will apprise the participants about the documentation and other related documents required for international trade. A large number of participants from different segments attended the program and found it very useful.

7.13 Open House Meet on Foreign Trade Policy with DGFT at Amritsar – September 2, 2009

FIEO (NR) in collaboration with EEPC India organized a post-Policy Open House Meet on Foreign Trade Policy with Mr. R S Gujral, Director General of Foreign Trade (DGFT) at Amritsar. More than 250 exporters attended the meeting.

Mr. J.K. Jain, Chairman (Northern Region), FIEO said the new Foreign Trade Policy 2009-2014 has extended the much needed relief the exporting community required at this crucial juncture. Mr. Ajay Sahai, Director General FIEO observed that the new Policy rightly puts emphasis on market diversification as our traditional exports have been hit badly due to concentration in the US and EU Regions. He further mentioned that the introduction of zero duty capital goods scheme and grant of status Holders incentive scheme to Status Holders for import of capital goods in export and employment related will add to expansion and modernization of production base at a time when investment is drying up in export industry.

7.14 Interactive Session with ECGC at New Delhi – September 15, 2009

FIEO (NR) organized an interactive session with ECGC at New Delhi. Mr A V Muralidharan, Chairman & Managing Director, Mr S Prabhakaran, Executive Director and Mr Viswanathan V, General Manager attended the session.

Mr J K Jain, Chairman (Northern Region) in his welcome address said that the support from ECGC has become all the more demanding because of economic uncertainty prevailing in international market today. Mr Ajay Sahai, Director General, FIEO informed that Government has provide stimulus of Rs. 350 crore to ECGC which has helped it increase coverage to exporters upto 95% and to banks up to 85% and 75% respectively. He, however, expressed disappointment over underutilization of this stimulus. Mr Subhash Mittal, Chairman, Indian Silk EPC highlighted the problems being faced by exporters at the branch level and lack of clarity on some of the policy

issues. Mr G P Upadhyaya, Secretary General, FIEO proposed the vote of thanks acknowledging the support of the ECGC in promoting country's exports. Mr O P Garg, Past President, FIEO and Mr R K Malhotra, Chairman, EPCH also attended the Session.

7.15 Sourcing Show at Kanpur – October 2-11, 2009

A Sourcing Show was organized by FIEO (NR) with the assistance of O/o DCH, Ministry of Textiles, Govt. of India at Kanpur. Mr R. Meena, RD, CR from O/o DCH, Lucknow, Mr B. Singh, Nodal Officer, O/o DCH and several other eminent exporters, officers from District Administration attended the Show. Mr Irshad Mirza, CMD, Mirza International Ltd. Kanpur, Mr K. K. Duggal RD, G & J EPC, New Delhi, Smt. Indira Mishra, RD, Council of Leather Exports, Kanpur, Mr Mukhtarul Amin, CMD, of Super House Limited, Kanpur, Sri P. K. Srivastava, Additional Commissioner, ESI, Govt. of India Kanpur, Sri Prabhat Kumar, Jt. Export Commissioner, Govt. of UP, Lucknow were among those who attended the Show Besides, State Handicrafts Corporations deputed their sales team for selections & purchase of Handicraft items. Mr J K Jain, Chairman (NR) FIEO at the inaugural session informed that there were around 200 artisans, craft persons, National & State Awardees with different crafts who were participating in the Sourcing Show which would provide them the business opportunities to showcase their goods to the various business houses and foreign buyers. Mr Sanjay Agarwal, IAS, Development Commissioner (Handicrafts) made the remarks that FIEO has made the standards in setting up such events and directed his Regional Directors to approach FIEO for guidance as and when required.

7.16 Interactive Session with ECGC Officials – October 7, 2009

FIEO(NR) organized an Interactive Session with ECGC officials on October 7, 2009 at New Delhi. These officials were on a training programme organized by Indian Institute of Foreign Trade. The officials represented ECGC offices from all across the country. The objective of the interactive meet was to apprise the officials of the role of FIEO in various policy formation by the Govt. and the activities being done for promotion of exports from the country.

During the Interactive Session Mr Ajay Sahai, Director General, FIEO gave a detailed presentation

on Global Slowdown and Exports. He informed the ECGC officials about change in composition of India's export basket, export contraction and diversification of markets. During the interactive Session ECGC officials raised various queries and also thanked FIEO for such an interactive Session. The meeting was also attended by Mr Ashok Kapoor, Programme Director, IIFT and Mr Lachhman Kewlani, Manager (Training), ECGC.

7.17 Interactive Session on Business Opportunities of Duty Free Benefit under GSP at New Delhi - October 28, 2009

FIEO Northern Region organized a meeting of the exporters with the visiting Assistant U S Trade Representative, Ms. Mary Ryckman, in its effort to put forth the voice of the Indian exporters towards not only continuation of the GSP programme with the listed products but also extend the list further to include more product sectors.

Mr J K Jain, Chairman, FIEO(Northern Region) in his welcome address said that the United States is one of the largest trading partners of India and bilateral trade had more than doubled in a five year period from US Dollars 16.5 billion during 2003-04 to US Dollars 41.75 billion during 2007-08. Ms. Mary Ryckman, Asstt. U S Trade Representative said that she has come to India with a clear guideline from the Government to see that India ranked in the top ten trading partners of the United States from the present 18th. She advised the participants to ensure that the issues of labour practices and intellectual property rights were suitably addressed so that India was not taken by surprise during the three yearly review of the GSP programme.

Mr Ajay Sahai, Director General FIEO in his remarks said that given the huge volume of imports to the tune of US \$3 trillion the limit for graduation of any product out of GSP should be enhanced from US \$ 135 million to US \$ 500 million. He said that in the past the products which had marginally crossed the export of US \$ 135 million or 50% import criteria should be reconsidered for automatic inclusion under the GSP programme.

7.18 Two Days EMDP Programme on Foreign Trade Policy and Export Procedures & Documentation - November 6-7, 2009

FIEO (Northern Region) organized a Two Days EMDP programme in association

with Jagannath International Management School(JIMS) at New Delhi.

Mr J.K.Jain, Chairman, FIEO(Northern Region) in his welcome address said that the regular training interventions are crucial for the exporters to remain abreast of the latest in the international market, to learn about the updated rules and regulations, policy matters, international financing issues, learn about the latest techniques to manage foreign exchange, credit risks etc Mr Ajay Sahai, Director General, FIEO in his detailed presentation on Foreign Trade Policy informed that at present India's share in the World's Merchandise trade is 1.64% and 2.8% in the commercial services. Dr A.K. Sengupta, Chair Professor, JIMS mentioned that a thorough understanding of Foreign Trade Policy is important to be a successful exporter. Mr Ravi K. Dhar, Director, JIMS also mentioned that the structure of the programme has been designed to give maximum benefit to the participants and wished the programme to be successful. He also said that such programmes shall be organized on a continuous basis.

The subjects that were covered during the two days programme included an analysis of Foreign Trade policy, International trade Logistics Management, Customs regulation and clearance formalities, export finance schemes, currency risk management for exporters, international payment options, letter of credit & UCP 600, how internet can help exporters etc. Experts from IIFT and industry gave a detailed presentation on the above subjects. The participants found the programme very useful and certificates were distributed after the conclusion of the programme.

7.19 Workshop on Online Catalogs and Network Markets Promoting Products/ Services at New Delhi - November 12, 2009

FIEO (Northern Region) organised a Workshop on Online Catalogs and Network Markets Promoting Products/Services at New Delhi.

Mr J.K.Jain, Chairman (NR) said that growing internet and ecommerce was revolutionizing the way we undertake trade. Sooner or later we would require to adopt these tools to not only grow but also survive in the competitive world of international business. Mr Subhash Goyal, Convenor, FIEO Committee on Services in his remarks mentioned that the current global economic situation has created new challenges for the exporters and the

need of the hour is to re-strategise and search new tools to meet them. Dr Daniel Salcedo, Founder and CEO of www.openEntry.com in his detailed presentation mentioned that OpenEntry.com (OE) is a non-profit development organization with 14 years of experience bringing the benefits of global e-commerce to thousands of small and medium enterprises in 44 countries.

Mr Ajay Sahai, Director General, FIEO in his remarks mentioned that such tools would help in building credibility to SME sector and would provide them the cost effective way of marketing their products. He also briefed the participants about FIEO's recently introduced new free service to its members to host a brief company profile on FIEO's website and also photographs of their products and services that they deal in.

7.20 Workshop on Packaging & Bar Coding at Agra - November 25, 2009

FIEO, Kanpur Chapter organized a workshop on Packaging, Bar Coding and Sourcing Buyers at Agra in association with the UP Export Promotion Bureau and District Industries Centre.

Mr Prabhat Kumar, Jt. Export Commissioner, U P Export Promotion Bureau emphasized the need to adopt best business tools to sustain and improve market reach, enhance product acceptability and optimize profits. The meeting was attended by large number of entrepreneurs who were already into exports and also by those who are keen to venture into export business.

7.21 Open House Meet with DGFT at Chandigarh - November 28, 2009

FIEO, in association with PHD Chamber of Commerce & Industry, organized an Open House Meet on Foreign Trade Policy with Mr R S Gujral, Director General of Foreign Trade (DGFT) at Chandigarh.

Mr J.K. Jain, Chairman (Northern Region), FIEO in his address mentioned that issues like the refund of state levies which if immediately attended to can help exporters to increase their competitiveness in the international market. Chairman of PHDCCI Mr Subhash Kohli suggested that the Government should also encourage exporters to concentrate on neighbouring countries, as Indian products are already known in these markets and our price competitiveness vis-à-vis other similar competing developing countries would be comparatively

advantageous due to the low freight cost on account of geographical proximity.

Besides, senior Officers from DGFT, Customs and around 100 exporters attended the meeting.

7.22 Meeting with CMDs of PNB, PSB, OCB at New Delhi - December 4, 2009

FIEO (NR) organized an Open House Meet on Banking at New Delhi. Mr J.K.Jain, Chairman (Northern Region), FIEO in his address mentioned that given the global economic scenario it was necessary that the high transaction costs of the Indian exporters are brought down on priority as the high transaction costs are raising the cost of export products in the international market rendering them highly uncompetitive.

Meeting was attended by Mr H R Hegde, Executive Director, Oriental Bank of Commerce, Mr M V Tanksale, Executive Director, Punjab National Bank, Ms M Vedavali, Dy. General Manager (ECD), Reserve Bank of India, Mr T S Kathuria, OSD, Indian Banks Associations and senior officials from Punjab & Sind Bank, Union bank, Indian bank, Bank of India, Uco bank and Canara Bank. Mr K.R.Kamath, CMD Punjab National Bank and other officials from Banks, IBA, and RBI responded to the queries and assured to take them up suitably.

Mr G.P.Upadhyaya, IAS Secretary General, FIEO while proposing vote of thanks mentioned that the various charges levied by banks should commensurate with the services offered by them and there is always a scope of improvement in reducing the charges and improving services.

7.23 Meeting with ECGC Officials at New Delhi - January 13, 2010

An interactive Meeting with ECGC officials was organized by FIEO (NR) at New Delhi. Mr Subhash Mittal, Managing Committee member, FIEO said that ECGC officials had come from all across the country to attend a training programme organized by IIFT, New Delhi. Mr Mittal mentioned that due to the support from ECGC the exporters are today able to carry on with their business fearlessly, without any worry of default of payment from the buyers.

Mr Ajay Sahai, Director General, FIEO in his remarks mentioned that in order to reach large number of exporters there is a need to be more service oriented as lot of private insurance

providers have also started operating. Mr Sahai in his detailed presentation informed ECGC officials of the role of FIEO in trade Promotion and facilitation. The meeting was also attended by officials from IIFT.

7.24 Seminar on Food, Drugs and Pharmaceuticals Exports to USA - January 18, 2010

FIEO (Northern Region) organized a Seminar on Food, Drugs & Pharmaceuticals Exports to USA in association with Registrar Corp, USA at New Delhi. Mr Ajay Sahai, Director General, FIEO said that US market for food products, drugs & Pharmaceuticals represents enormous potential for producers in India. However, exporters face increasing demands from both their customers and regulatory agencies with respect to safety and compliance norms. Mr. David Lennarz, Vice President, Registrar Corp, USA gave a detailed presentation on US-FDA: Key regulations affecting exports to the USA focusing on food products. He informed that less than 2% of all products entering the US that fall under FDA Jurisdiction are actually inspected, while in Europe, 100% of all animal based products (seafood, meat, poultry, processed foods with meat, dairy) are inspected. Ms Lindsey Watson, Technical Expert, Registrar Corp, USA gave a detailed presentation on Drug regulations, its requirements, Private Label Distributor (PLD), US Agents, registration and listing requirements, National Drug Code (NDC) etc. The seminar was attended by large number of exporters and found it very informative and useful.

7.25 Meeting with Iranian Delegation at New Delhi - January 18, 2010

FIEO (NR) organized a meeting with 23 members Iranian Delegation from East Azerbaijan Province at New Delhi. The delegation was on a visit to India to explore mutual beneficial business cooperation. The delegates had the business interest of both exports and imports in the field of agro products, industrial glasses, transport and textiles.

Mr Ajay Sahai, Director General, FIEO informed the delegates about the role of FIEO in International Trade promotion and composition of its members. He informed that Indo-Iran trade relations have been cordial and lot of business opportunities exist for businessmen of both the countries.

Mr Hossein Atriozobani, Leader of the delegation and representative, Cooperative Chamber of

East Azerbaijan in his remarks thanked FIEO for organizing an interactive meeting at a very short notice. He informed that the delegation is visiting India for the first time and they expect lots of business cooperation and trade. India and Iran trade in 55 items in sectors such as auto, pharmaceuticals, engineering, and petroleum, among others.

7.26 FIEO's Participation in Multi Product Business Delegation to Libya – March 6-10, 2010

FIEO (Northern Region) organized a multi-product business delegation to Libya. The delegation was led by Mr J K Jain, Chairman (Northern Region). In the BSM at Libya Mr Jain mentioned that the India's strengths in the areas of pharmaceuticals, electronics, information and technology, bio-technology, textiles, leather, consumer goods and agriculture are well recognized globally and Indian and Libyan business communities need to continue to work together for identifying joint projects in newer sectors as well.

Ms. M Manikmelai, the Indian Ambassador to Libya, in her remarks in the inaugural session mentioned India and Libya have excellent bilateral relations in a number of sectors and the visit of FIEO's delegation would further increase bilateral trade. She suggested having more such interactions for promoting business and joint ventures between the two countries. The ambassador also raised the issue of time consuming process in getting Libyan visas. The delegates found the visit very useful and interacted with various businessmen and buyers in all the three cities and found many leads. In order to penetrate the market further, the delegates suggested visits of a larger duration in the future.

7.27 FIEO signs MOU with Chamber of Commerce & Industry of Burkina Faso at New Delhi – March 16, 2010.

FIEO signed an MOU with Chamber of Commerce & Industry of Burkina Faso at New Delhi The objective was to promote bilateral Trade and economic cooperation between the two countries.

The MoU was signed by Mr J.K.Jain, Chairman, FIEO (Northern Region) on behalf of FIEO and Mr Gaspard Ouedraogo, Vice President, Chamber of Commerce & Industry of Burkina Faso in the presence of Mr Idriss Raoua Ouedraogo, Charge D' Affaires, Embassy of Burkina Faso, New Delhi,

Mr Nana Benjamin, Director, Ministry of Foreign Affairs and regional Cooperation, Burkina Faso, Mr Deepak Ramchandani, Honorary Consul to Burkina Faso, Mr Ajay Sahai, Director General, FIEO and Mr G P Upadhyaya, Secretary General, FIEO.

7.28 Meeting with H.E. Mr John Dramani Mahama, Vice President of Ghana on at New Delhi - March 16, 2010

Mr J.K.Jain, Chairman, FIEO (Northern Region) had a meeting with H.E. Mr John Dramani Mahama, Vice President of Ghana in the Embassy of Ghana at New Delhi. Mr Mahama was on a visit to India to explore investment opportunities for Ghana and establish long term investment partnerships between Indian companies and African countries.

During the brief meeting Mr Jain informed about the role of FIEO in International Trade promotion and about the various national and international activities being organized by FIEO for promoting foreign trade. H.E Mr Mahama informed that Ghana offer lot of business opportunities and also invited Indian businessmen to visit Ghana.

8. Eastern Region

8.1 Seminar on Government Stimulus Package for exporters in association with ECGC, RBI, SBI, EXIM BANK at The Bengal Club, Kolkata - April 22, 2009

A Seminar on Govt. Stimulus Package for Exporters, in association with ECGC, RBI, SBI and EXIM Bank was organized by FIEO (ER) at the Bengal Club wherein 70 participants participated. Mr S H A Jamati, DDG-ER, introduced the subject to the gathering and Mr Ramesh Agarwal, Chairman-ER, welcomed the participants. Mr S Prabhakaran, Executive Director, ECGC, spoke on the various initiatives taken by the ECGC to help the exporters. Mr G Vishwanathan, General Manager, ECGC, gave a detailed presentation on ECGC. Mr R Kamalakannan, DGM, Foreign Exchange Department, RBI, gave a brief background on the problems faced by exporters due to strengthening of the Rupee, various measures taken by RBI etc. Mr Saumar Sonowal, Assistant General Manager & Resident Representative, EXIM Bank, made a presentation on the activities of their bank and its services. A very informative interactive session followed the Presentations.

8.2 Export Awareness Workshop in Malda, West Bengal - May 22, 2009

As a follow up to the Interactive Meeting held in Malda on the 11th and 12th January'09, an export awareness workshop at Malda was organized to apprise the exporters based in and around various Land Customs Stations at Malda and in north Bengal on the various procedural matters on Foreign Trade Policy, Customs, Banking, ECGC and SGS. The meeting was organised by FIEO (ER) in association with the Hili Exporters' and Customs Clearing Agents Association, an association comprising exporters and CHAs based at a Land Customs Station in Hili in North Bengal. Officials from various agencies such as o/o ZJDGFT, Suptdt., Customs, Malda, Sr. Managers from Oriental bank of Commerce, Union Bank of India and Central Bank of India, SGS and ECGC gave presentations at the Workshop on the export policy and procedures and the stimulus packages for exports offered by the Govt. of India.

8.2 Interactive Meeting with General Manager, East Zone, Union Bank of India and GM, International Banking Division Union Bank of India, Mumbai - June 19, 2009

FIEO(ER) organised an interactive meeting at the FIEO(ER) conference room with Mr M.C.Mittal, General Manager, Field General Managers' Office, Union Bank of India, East Zone and Mr S.Rajendran, General Manager, International Banking Division, Union Bank of India, Mumbai. Mr Rajendran made a Presentation on the services and products which Union Bank of India offered to the exporting community. Mr Sushil Patwari, MC Member delivered the welcome address and Mr Pravin Saraf delivered the vote of thanks.

8.3 Export Awareness Workshop (EAW) at Patna - July 2, 2009

FIEO(ER) jointly in a workshop on Export Awareness: Opportunities and Procedures jointly organized by Bihar Industries Association (BIA), EXIM Bank and Department of Industries, Govt. of Bihar & Federation of Indian Export Organisations, in Patna. More than sixty members from various trade associations and Industries participated in the workshop. Various officials from the trade facilitation agencies participated in the EAW, Patna. The technical session had presentations by Central Excise (Mr R.K.Mishra), RBI (Smt Anita Mehta), DGFT (Mr G. Chakraborti), EXIM

Bank (Mr Saumar Sonowal), FIEO (Smt Debdatta Nandwani) and officials from State Bank of India. Mr Pravin Saraf, Managing Committee Member, FIEO, gave the key note address. The question-answer session witnessed a constant flow of questions coming in from keen entrepreneurs in the audience.

8.4 First Meeting of the FIEO AGRO and AEZ Committee - July 15, 2009

At the behest of the President, FIEO Mr A.Sakthivel, FIEO AGRO and AEZ Committee was convened by Mr Pravin Saraf, Managing Committee Member to provide a focused approach on Agri Export Trade from India. The Committee was constituted with 12 leading Agri exporters from all over India including the Cashew Export Promotion Council. The first meeting of the Committee was convened on 15th July'09 at Kolkata which dwelt upon the issues as above and were deliberation upon in detail. The meeting evoked a positive response from all concerned.

8.5 Valedictory session of the Certificate Course on "Entrepreneurship Development Programme on International Trade"- first batch - 3rd August, 2009

A Certificate Course on Entrepreneurship Development on International Trade was organized by FIEO (ER) from 8.6.2009 to 31.7.2009 at FIEO (ER) Conference Room. The programme was designed mainly to cater to the needs of entrepreneurs and junior/middle level executives from export organisations. Twenty (20) participants joined the above programme. The majority of participants comprised of medium level executives from export firms and few entrepreneurs who wanted to start their own export business. A Valedictory Session was organized for the participants of the above training programme. Mr Pravin Saraf, Managing Committee Member and Convenor of Committee on Agro and SEZs, FIEO chaired the above session. At the end of a very informative and interactive session feedbacks sheets were collected from the participants and Mr Pravin Saraf awarded Certificates to the participants.

8.6 Press Conference on the Foreign Trade Policy 2009-2014 - August 27, 2009

A press conference was organised at the FIEO, Eastern region on the occasion of the release of the

foreign Trade Policy 2009-14 at Kolkata which was Chaired by Mr Ramesh Kumar Agarwal, Chairman, FIEO(ER). The press conference was attended by members of the various leading economic and other dailies including the Economic Times, Ananda Bazar Patrika, Business Line, etc.

8.7 Seminar on Present Forex Scenario and The Roadmap Ahead at Kolkata - September 10, 2009

In order to familiarize the exporters on the derivatives market and the alternative income source for the exporters for hedging their fund against the fluctuations of the foreign currency vis-a-vis rupee, State Bank of India Trade Management unit at the invitation of FIEO(ER) decided to organize a Presentation for the benefit of the exporter members of FIEO(ER). The welcome address was given by Mr Sushil Patwari, Managing Committee Member, FIEO. Mr B M Ray, Assistant General Manager, State Bank of India gave his Presentation by breaking the entire subject into three parts: Background, Current Scenario and the Roadmap ahead. The recommendations suggested by SBI were very well taken by the participants.

8.8 Open House Meet with Mr R S Gujral, IAS, Director General of Foreign Trade at Bhubaneswar - September 11, 2009

An Open House Meet with Mr R S Gujral DGFT was organized by FIEO Orissa Chapter in association with Utkal Chamber of Commerce & Industry, Sea Food Exporters Association of Orissa, Iron Ore Exporters Association and the Directorate of Export Promotion and Marketing, Govt. of Orissa. More than 120 exporters from the State participated in the Open House Meet. Apart from Mr Ramesh Kumar Agarwal, Chairman, FIEO (ER) other dignitaries present were Mr Saurav Garg, IAS, Commissioner-cum-Secretary, Industries Department, Govt.of Orissa, Mr Niranjana Mohanty, President, UCCI, Mr P.K. Mallick, Director, Directorate of Export Promotion & Marketing in the Govt. of Orissa. Mr G Mohanty, President, Sea Food Exporters Association of Orissa gave the Vote of thanks.

8.9 Workshop on “Export Finance” in association with State Bank of India & Directorate of Export Promotion & Marketing (Govt. of Orissa) at Hotel The Crown, Bhubaneswar - September 16, 2009

A Workshop on Export Finance was organized

by Federation of Indian Export Organisations, Orissa Chapter in association with State Bank of India, Commercial Branch & Directorate Export Promotion & Marketing at Hotel Crown, Bhubaneswar. Mrs. Debdatta Nandwani, Dy. Director General, FIEO(ER) welcomed all the participants. Various dignitaries from the Govt, of Orissa and the President UCCI were also present. Mr S. K. Biswal, AGM, SBI highlighted the features of the “Export Finance” & Role of State Bank of India rendering services to the Exporters of Orissa. A Technical Session was taken by Mr P. K. Dora, Manager (IB), SBI. Mr D. Basu, Manager, SBI, Kolkata stated about the forward contract & option therein required for the exporters. Mr R. S. Pattnaik, Manager (IB), SBI interacted with the exporters about the problems faced in negotiation of export documents by the exporters.

8.10 Workshop on various aspects of World Trade Organisations (WTO) at Bhubaneswar - September 23, 2009

FIEO organized a Workshop on various aspects of World Trade Organisations (WTO) in association with Micro Small & Medium Enterprises Development Institute, Govt of India & Utkal Chamber Of Commerce & Industry Ltd., Bhubaneswar in the Conference Hall of Utkal Chamber of Commerce & Industry. The workshop was inaugurated by Mr Saurav Garg, IAS. The welcome address was given by Mr P.K.Gupta, Dy. Director, MSME. Mr K. L. Rao, Director, MSME emphasized on various schemes of Govt. of India which is being carried out by MSME for the benefit of the Small & Medium entrepreneurs of the State. A Technical Session was taken by Prof. S.P. Das, XIMB, Mr S. Das, Aroma Association and Prof. J. K. Parida, Utkal University, Bhubaneswar. Mr S. K. Sahoo, Asst. Director, MSME has given the vote of thanks.

8.11 Interactive meeting with Mr V K Goel, IRS, Commissioner-Service Tax, Kolkata -

October 28, 2009

Mr V.K.Goel, IRS, Commissioner of Service Tax, Kolkata at the invitation of FIEO(ER) held an interactive meeting with the exporter members of FIEO(ER). Around 22 member exporters including status holder members were present at the said meeting. Mr Prakash Thaker, former Chairman, FIEO(ER) Chaired the meeting. Mrs Debdatta Nandwani delivered the Vote of thanks.

8.12 Bangladesh Delegation visits FIEO(ER) Kolkata office - October 30, 2009

Delegates visiting India from Bangladesh led by Mr. M. Annisul Huq, President Federation of Bangladesh Chamber of Commerce & Industry (FBCCI) and Mr. Abdul Matlub Ahmad, President, India Bangladesh Chamber of Commerce and others called upon FIEO(ER) members while on their return from Shillong at the invitation of Mrs Debdatta Nandwani, DDG, FIEO(ER). An interactive session was held alongwith the members of the FIEO(ER) and distinguished delegates from Bangladesh Mr Pravin Saraf, Managing Committee Member and Convener, Agro AEZ Committee, FIEO delivered the Welcome address. Besides the delegates from Bangladesh, Mr. Omar Faruque, First Secretary (Commerce), Bangladesh Deputy High Commission in Kolkata was also present in the meeting and thanked FIEO for addressing some of the issues which required immediate attention in the interest of improving bilateral trade.

8.13 Two Days Training Workshop on Value Added Tax (VAT) at Kolkata - November 4-5, 2009

FIEO (ER), in association with Commercial Tax Directorate Advisory and Consultative Society (HRD Cell), Govt of West Bengal organized a two-day Training Workshop on Value Added Tax (VAT) at The Conclave, Kolkata. Around 20 exporter members participated in the workshop. The inauguration session was initiated by Mrs Debdatta Nandwani, Dy Director General, FIEO. Mr Sushil Kr Patwari, Managing Committee Member & Convenor, Committee on Finance and Banking welcomed the officials of the office of West Bengal Commercial Tax. Mr Ataur Rahman, Sr.Jt.Commissioner, head of the HRD Cell, by Ms Nandini Ghosh, Joint Commissioner Commercial Tax/MR Charge co-ordinated the programme. Presentations on VAT were given by Ms Nandini Majumdar, Dy Commissioner Commercial Taxes, Central Refund Unit, Mr R K Ghosh, Senior Joint Commissioner of Commercial Taxes/Credit Refund Unit on both the days. The Interactive Session on 2nd day was presided over by Mr A Majumdar, Special Commissioner, Office of the Commercial Taxes and Special Secretary, Department of Revenue, Govt of West Bengal, Mr R K Ghosh, Sr JCCT and Ms Nandini Majumdar, DCCT and the exporter members expressed their satisfaction.

8.14 Interactive Meeting with Mr Pramod Bhandari, President, FEDSAI at FIEO(ER) Conference Room - November 14, 2009

Mr Pramod Bhandari, President, FEDSAI, Mumbai - an All India body of the Regional Shipping Associations in India such as ASIC (Kolkata) \MANSA (Mumbai) \ CHENSA (Chennai) and many more, requested a meeting with Mr Ramesh Agarwal, Chairman FIEO (ER) and other stakeholders of the exporting community in Eastern India to discuss issues concerning port and the various facets of export trade from out of Kolkata and Haldia Port in Eastern India. Accordingly a meeting was arranged on 14th Nov'09 at FIEO (ER) Conference Room. Other dignitaries present at the meeting were Mr Pravin Saraf, Managing Committee Member & Convenor of Committee on Agro & AEZ, FIEO, Mr Sushil Patwari, Managing Committee Member & Convenor of Committee on Finance and Banking, FIEO, Mr Prakash Thaker, Past Chairman, FIEO (ER), Mr Ashok Janakiram, President, Association of Shipping Interest in Calcutta (ASIC), Mr B R Chandak, President, The Eastern India Shippers Association (EISA), Mr M.K.Ghosh, Past President of CCCHA apart from Mr Pramod Bhandari, President, FEDSAI, Mr Ramesh Agarwal, Chairman, FIEO (ER).

8.15 Seminar on Business Opportunities with Asian Development Bank (ADB) - November 23, 2009

Exim Bank, in association with FIEO, Consultancy Development Centre and Builders Association of India, organized Seminar on Business Opportunities with Asian Development Bank (ADB) at Hotel Taj Bengal, Kolkata. Around 130 participants were present in the meeting. Various topics were discussed like i) access to business opportunities under ADB funded projects (ii) specific procurement opportunities in the pipeline (iii) ADB's policies and procedure for procurement and consultant selection (iv) advisory from Exim Bank in participating in ADB projects. The seminar also provided platform to interact with procurement specialists from ADB's headquarters in Manila, Phillipines on a one-to-one basis. Mr Alexander Fox, Procurement Specialist and Mr Zentgraf, Procurement Head, ADB, spoke on the various projects and procedures of ADB.

8.16 Interactive Session with Mr Sandeep Kumar, IRS, Commissioner of Customs (Airport & Administration) - November 26, 2009

An Interactive session was held with Mr Sandeep Kumar, IRS, Commissioner of Customs (Airport & Administration) at FIEO (ER) Conference Room. Around exporter members participated in the programme. Apart from Mr Ramesh Kr Agarwal, Chairman, FIEO (ER), Mr Sushil Patwari, Managing Committee Member & Convenor of Committee on Finance and Banking and Mr Pravin Saraf, Managing Committee Member & Convenor, Committee on Agro & AEZ, FIEO, Mr P T Srinath, Dy Director (ER) was also present in the meeting. Mr Sandeep Kumar was accompanied by Mr P G Samanta, Additional Commissioner of Customs (Airport). Around 30 participants were present. Several issues from various sectors like leather, marine, jute, gem & jewellery, agro, perishables and dry-flower were taken up in the Interactive Session.

8.17 Two days Workshop on Export Marketing, Design & Product development for the participants of International Handicraft & Handloom Fair 2010 at Bhubaneswar - January 7-8, 2010

The two days workshop was organized by SIDAC in collaboration with FIEO at Red Cross Bhawan, Bhubaneswar for the participants of International Handicraft and Handloom Fair 2010. The Programme was officially inaugurated by the Director, Textile and Handloom. Guests present during inaugural session were Mr L. N. Nayak, IAS, Director, Textile & Handloom, Mr N. Palai, IAS, Joint Director Industries & Executive Director, SIDAC, Mr K. B. Mishra, Director, D.H & C. I., Mr P. K. Tripathy, Member Secretary, SIDAC, Mr B. K. Dash, M. D, Utkalika, Mr Kamal Kanta Sahoo, Office-in-Charge, FIEO-Orissa Chapter. During day-one 65 participants (46 from handicraft and 19 from handloom) and during day-two 62 participants (41 from handicrafts and 21 from handloom) participated in the programme.

8.18 FIEO Trade Delegation visits Myanmar - January 18-22, 2010

A trade delegation of sixteen (16) members jointly organized by FIEO and Indo-Myanmar Chamber of Commerce visited Myanmar. Mrs Debdatta Nandwani, Dy Director General, FIEO (Eastern Region) was nominated as FIEO Representative in the delegation. The delegation comprised of exporters in various fields such as pulses,

mining, ceramics, project engineering, transport & logistics etc. Several meetings with Govt officials of Myanmar were held viz. Ministry of Commerce, Ministry of Industry, Ministry of Mining, Ministry of Transport and Ministry of Forestry. A meeting with members of UMFCCI (Union of Myanmar Chamber of Commerce & Industry) was also held. Mrs. Debdatta Nandwani, DDG, FIEO (ER) suggested to the UMFCCI to sign a Memorandum of Understanding (MOU) with FIEO, which the President of the Chamber agreed to.. The Buyer Seller Meet organized on the last day of the delegation was a great success. The buyer seller meet concluded with a Press Meet. The trip of the delegation wound up with a meeting with the Indian Ambassador His Excellency Mr Aloke Sen and his officers Mr Mayank Joshi, Head Chancery & Second Secretary, Commercial and Mr Madan Mohan Sethi, Third Secretary of the Indian Embassy.

8.19 Inaugural Ceremony of Entrepreneurship Development Programme (EDP) conducted by FIEO-Orissa Chapter organised at P. G. Department of Commerce, Utkal University, Bhubaneswar - January 23, 2010

Apart from the sixty four (64) participants of the EDP who enrolled for the course which started, Prof. J. K. Parida, Professor & Head, P. G. Department of Commerce, Utkal University, BBSR, Mr B. N. Palai, G. M., IPICOL & Group Head, Prof. Ranjan Kumar Bal, Professor, P. G. Department of Commerce, Utkal University, Mr Kamala Kanta Sahoo, Office-in-Charge, FIEO, OC were also present. Mr Kamala Kanta Sahoo, Office-in-Charge, welcomed the participants and explained the details of the course to the participants. Mr B. N. Palai, G.M. IPICOL highlighted the scope of employment opportunities & career building in exim trade. Prof. J. K. Parida, Head P. G. Department of Commerce, Utkal University appreciated FIEO for conducting such a programme, which benefited not only students but Professional, Executives & Consultants of Orissa also. The vote of thanks was given by Sri Ramesh Kumar Mohapatra, FIEO, Orissa Chapter.

8.20 Export Awareness Workshop with members of NSIC at ,Kolkata - January 28, 2010

FIEO (ER) organised an Export Awareness Workshop at the NSIC regional office in Kolkata where members of the NSIC who already were

supplying to various agencies in the domestic market were made aware of the opportunities which existed in the international market especially market in and around India. Mr. K K Sharma, Sr. Manager of the NSIC regional office, Kolkata introduced DDG and DD, FIEO(ER) to the manufacturers registered under the NSIC which included sectors from leather, chemicals, agri products, engineering products and others. In total, there were 17 units which participated in the Workshop. DD, FIEO(ER) made a presentation on the benefits of exporting abroad and the facilitating role played by FIEO in such export matters.

8.21 Workshop on UCP 600 in association with ABN AMRO Bank held at Kolkata - January 29, 2010

FIEO(ER), in association with ABN AMRO Bank organised a workshop on UCP 600. The Presentation on UCP 600 was organised in a question and answer format wherein various problems which could occur were highlighted and the answers were provided to the same. The presentation was given by Ms. Shobha Akula of ABN AMRO Chennai office and coordinated by their Kolkata office. The session was well received by the exporter members of FIEO(ER) who numbered 20 in total and consisted of those who were effected by such non payments from countries like Australia, Bangladesh and USA. The presentation was followed by a lively interactive session.

8.22 Export Awareness Workshop held at Jamshedpur - February 4, 2010

In view of the strong light engineering SME sector present in Jamshedpur, which caters to the needs of heavy industries present in and around the area, FIEO, ER at the invitation of CII Jamshedpur organised an Export Awareness Workshop amongst their members during the Mega Industrial Fair held at Gopal Maidan in Jamshedpur. Mrs Debdatta Nandwani, Dy Director General, Mr P T Srinath, Dy Director, and Mrs Soma Chaudhury, Coordinator attended the Export Awareness workshop from FIEO (ER). The programme was co-sponsored by Exim Bank and ECGC. The meeting was chaired by Mr. Pradeep Srivastava, Chairman, CII, Jamshedpur. Smt. Debdatta Nandwani, Dy. Director General, FIEO (ER) delivered the theme address. Mr. Sanjeev Nandwani, spoke on the FTP, Mr. S Sonowal, gave a presentation on the role of Exim Bank, Mr. S R

Banerjee, spoke on the role of ECGC and Mr. P T Srinath, FIEO (ER) gave a presentation on the role of FIEO.

8.23 Capacity Building Workshop organised by FIEO Orissa Chapter at Bhubaneswar - February 10, 2010

The workshop was attended by Mr. Rahul Singh, ILFS, Mr. D. Nanda, Dy. Director, Textiles, Mr. B. K. Das, M. D. Utkalika, Mr. K. B. Mishra, Director Handicraft and Mr. Kamal Kanta Sahoo, Office-in-Charge, FIEO, Orissa Chapter (OC). Mr. Rahul Singh of ILFS briefly elaborated the objectives of conducting such workshop which is beneficial to the participants who are attending the International Trade Fair, 2010. Mr. D. Nanda, Dy. Director, Textiles delivered his talk on how to prepare yourself to participate in the International Trade Fair, 2010. Mr. B. K. Das, M. D., Utkalika informed how to manufacture & do value addition of the Handicraft products which are internationally accepted by the buyers. Mr. K. B. Mishra, Director, (Handicraft) advised the participants how to prepare their stall in the International Trade Fair, 2010. Mr. Kamal Kanta Sahoo, Office-in-Charge, FIEO (OC) spoke on export documentation.

8.24 Valedictory Session - Certificate Course on International Trade - December 14, 2009 to February 17, 2010

A Valedictory Session was organized for the participants of the Certificate Course on International Trade organized by FIEO (ER) at FIEO (ER) Conference Room. Mr Ramesh Agarwal, Chairman, FIEO (ER) chaired the above session. Besides Mr Ramesh Agarwal, Mrs Debdatta Nandwani, Dy Director General, FIEO (ER), Mr P T Srinath, Dy Director, FIEO (ER) and Ms Soma Chaudhury, Coordinator, FIEO (ER), were also present. Around 20 participants joined the above session.

8.25 Port Operations Group Meeting - February 22, 2010

A meeting was held between Kolkata Port Trust (KoPT) and its stakeholders chaired by Mr A Majumder, IAS, Acting Chairman, KoPT. Mr Ramesh Kr Agarwal, Chairman, FIEO (ER) participated in the meeting and proposed the formation of a Joint Monitoring Cell comprising of KoPT officials and port users in order to examine various facilities provided by the various

departments of KoPT for smooth functioning of exim trade through KoPT consisting of KPD, NSD and Haldia docks. The proposal was accepted by the then Acting Chairman, Mr A Majumder.

8.26 FIEO (ER) organized a Certificate Course on International Trade - March 3, 2010 to April 29, 2010

A Certificate Course on International Trade was organized by FIEO (ER) at FIEO (ER) Conference Room. The programme was designed mainly to cater to the needs of entrepreneurs and junior/middle level executives from export organisations. Twenty six (26) participants joined the above programme. The majority of participants comprised of medium level executives from export firms engaged in tea, iron and steel, plastics, handicrafts, fabrics etc and few entrepreneurs who wanted to start their own export business. Subjects covered ranged from International Marketing, Export documentation, Foreign Trade Policy & Procedures, Overview of Customs to L/c opening, Importance of Trade Fairs abroad, Export Packaging, Export Finance & Banking, Role of ECGC in Exports, Role of Exim Bank in Exports, Role of Port & Logistics, Export Pricing, Export opportunities for beginners in EOU (Export Oriented Unit) & SEZ (Special Economic Zones), WTO & other Trade opportunities, Global negotiations etc. The faculties were drawn from O/o Zonal Jt.DGFT, Kolkata, Kolkata Customs, Kolkata Port Trust, ECGC, ITPO, IISWBM, Kolkata University, State Bank of India, Export Import Bank of India, Industry etc. The module had twenty-four sessions of two hours on Monday, Wednesday, Friday. The course commenced with a class on FIEO Introduction taken by Mrs Debdatta Nandwani, Dy Director General (ER) which was followed by a class on International Marketing.

8.27 Workshop on Currency Trading rganized by FIEO (ER) jointly with MCX Stock Exchange Ltd (MCX'SX) at Kolkata - March 18, 2010

FIEO (ER) rganized a Workshop on Currency Trading on the MCX'SX trading platform jointly with MCX'SX at Kolkata. The meeting was chaired by Mrs Debdatta Nandwani, Dy Director General, FIEO (ER). Twenty seven (27) leading exporter members of FIEO ER were present in the event. Ms. Debdatta Nandwani, DDG, FIEO (ER) welcomed the exporter members of FIEO

(ER) and Mr Arindam Saha, Vice President (Mktg & Business Development), MCX Stock Exchange Ltd, Kolkata. DDG (ER) then requested Mr Saha to make his presentation. Mr. Arindam Saha gave a lucid Presentation and he stated the background to trade in foreign exchange is that the Asian markets had traded in Indian rupees in Singapore and Hongkong markets since these are open markets and the rupee exchange control in the international markets was into their hands. It was then that the RBI decided to introduce a platform for trade in foreign currencies in India. Mr Saha further informed that initially there were three bidders of which MCX'SX was one. Over the years the MCX'SX has grown and expanded to include trade in both commodities as well as foreign currency.

8.28 Interactive meeting with Mr Gautam Choudhuri, IRS, Chief Commissioner of Income Tax, Kolkata – I, at Kolkata - March 24, 2010

FIEO (ER) organised an Interactive Session with Mr Gautam Choudhuri, IRS, Chief Commissioner of Income Tax, Kolkata with its exporter members at The Bengal Club in Kolkata. Apart from Mr Ramesh Kr Agarwal, Chairman, FIEO (ER), Mr Sushil Patwari, Managing Committee Member & Convenor, Committee on Finance & Banking, FIEO, Mrs Debdatta Nandwani, Dy Director General, FIEO (ER), Mr P T Srinath, Dy Director, FIEO (ER), Mr Ashok Tulsyan, Tax consultant, around 45 members participated in the meeting. The programme was initiated by Ms. Debdatta Nandwani, DDG, FIEO (ER). Mr Ramesh Kr Agarwal, Chairman, FIEO (ER) welcomed the participants and informed them that Mr Choudhuri has played a significant role as the Commissioner of Income Tax, Computer Operations, in comprehensive computerization in West Bengal. Mr Gautam Choudhuri, Chief Commissioner of Income Tax delivered the keynote address and mentioned the relevant provisions of the export businesses. Mr Ashok Tulsyan, eminent Tax consultant in his address highlighted some of the points under Corporate Tax and Direct Tax. The Interactive Session received some very pertinent questions concerning implementation of the tax laws. The meeting ended with a Vote of Thanks by Mr Sushil Kr Patwari, Managing Committee Member & Convenor, Committee on Finance & Banking, FIEO.

9. Western Region

9.1 Meeting with Members of Indian Exporters Grievance Forum at Mumbai - April 1, 2009

A meeting of IEGF stake holders was held to take stock of the pending cases and the future course of action which was attended by senior members of the Forum. Mr S K Saraf, Vice Chairman IEGF chaired the meeting.

9.2 Workshop on Stimulus Package Scheme for Exporters With ECGC at Mumbai - April 3, 2009

Workshop on Stimulus Package Scheme for Exporters with ECGC was organized by FIEO (WR) at Mumbai. A presentation on the Stimulus Package Scheme introduced by the Government of India for the benefit of the exporters was made by the senior officials of ECGC during the workshop. During Q & A session Mr Prabhakaran, ED, ECGC emphasized on the long association of ECGC and FIEO and the benefits being provided to the exporters at large. The workshop was attended by senior executives from around 45 companies.

9.3 Inaugural function of the CEO Forum at Mumbai - May 4, 2009

The inaugural function of the CEO Forum was held at Mumbai. Eminent Economist Dr. Suresh Tendulkar, Chairman, Economic Advisory Council to Prime Minister. GOI, New Delhi delivered a speech on "Indian Policies for Facing Present Economic Challenges". A large number of Senior Executives / CEO's have attended the inaugural programme.

9.4 Felicitation of 'Padma Shri' Mr A Sakhtivel, President, FIEO at Mumbai - May 7, 2009

The FIEO (WR) had the opportunity to felicitate Mr A Sakhtivel, President, FIEO, who was conferred 'PADMA SHRI' by the President of India. Mr S K Saraf, Vice President & Chairman, FIEO (WR) while welcoming the gathering expressed his immense appreciation and gratitude to Mr Sakhtivel on his receiving the prestigious award for his dedication and innovative approach in the field of export and textile trade. The programme was attended by a large number of exporter members and senior government officials.

9.5 FIEO Participated in TIBCO 2009 Fair at Bucharest - June 3-7, 2009

FIEO participated in TIBCO 2009, the largest

international fair for consumer goods organized in Romania, held in Bucharest. Mr. O P Garg, Past President and Mr. G P Upadhyaya, Secretary General, FIEO led a delegation comprising of 18 Indian companies to the show. These companies showcased India's strength in various sectors like home furnishing, garments, fashion jewellery, fashion accessories, handicrafts, coir products, leather products, jute and rubber products.

9.6 Open House with Mr R S Gujral, IAS, DGFT at Mumbai - July 2, 2009

FIEO (WR) organized an Open House with Mr R S Gujral, IAS, DGFT at Mumbai. Other senior officials from Jt. DGFT, Customs & Central Excise were also present for the meeting. About 175 participants including the Export Promotion Councils, Trade Associations as well as senior representatives from the Trade who participated in the interactive session.

9.7 Two Day Training Programme on Supply Chain Security Management – ISO 28000 at Mumbai - July 16-17, 2009

FIEO (WR) in association with TUV Rheinland and KnoWerX organized a Training Programme on 'SUPPLY CHAIN SECURITY MANAGEMENT' – ISO 28000 at Mumbai.

9.8 Open House with Chief Commissioners of Customs & Central Excise at Ahmedabad - July 16, 2009

In view of difficulties faced by exporters and importers at Central Excise and Customs at Ahmedabad, FIEO organized an Interactive Meeting with Mr Ajit Kumar, Chief Commissioner, Central Excise and Ms. Lipika Majumdar Roy Choudhary, Commissioner of Customs at Ahmedabad. More than 90 participants attended the programme.

9.9 Seminar on Recent Updates – UCP 600 at Ahmedabad - August 7, 2009

FIEO in association with HSBC organized a seminar on "Recent Updates – UCP 600" in Ahmedabad with the view to expose exporters to various changes that are incorporated in UCP 500.

9.10 Open House meet with the Chief Commissioner of Customs & Zonal Jt. DGFT at Mumbai - August 10, 2009

FIEO (WR) organized an Open House meet with The Chief Commissioner of Customs & Zonal Jt. DGFT.

The meeting was attended by around hundred senior representatives from the exporting fraternity.

9.11 Interactive meeting with Mr Jyotiraditya Scindia, Hon'ble Minister of State for Commerce & Industry at Mumbai - August 19, 2009

FIEO (WR) organized an Interactive Meeting with Mr Jyotiraditya Scindia, Hon'ble Minister of State for Commerce & Industry. Mr Milind Deora, Member of Parliament was the guest of honour. The meeting was attended by over hundred exporters including senior Government officials.

9.12 Half day Training Programme on Upgradation of ISO 9001:2008 at Mumbai - August 21, 2009

FIEO (WR) organized half day training programme on 'Up Gradation on ISO 9001:2008 in association with BSI Management Systems and EU Chamber of Commerce.

9.13 Meeting with IEGF Members to Discuss Section 80 HHC of Income Tax Act - September 10, 2009

A meeting with the members of the Indian Exporters Grievances Forum (IEGF) was held to review the progress and further course of action to be taken related to the 80HHC Issue.

9.14 Workshop on Production Certification – Opening Doors to World market at Ahmedabad - September 11, 2009

FIEO in association with TUV Rheinland (I) P Ltd organized a workshop on "Product Certification – Opening doors to world market" in Ahmedabad. More than 45 exporters attended the workshop.

9.15 Open House with Mr Shailesh Singh, IPS, Zonal Jt. DGFT, Mumbai at Vadodara - September 16, 2009

With the view to discuss newly announced Foreign Trade Policy and to highlight the day-to-day problems encountered by the exporting community with regard to policy & procedural issues with the departments, FIEO organized an Interactive Meeting with Mr Shailesh Singh, IPS, Zonal Jt. Director General Foreign Trade, Mumbai in Vadodara. Around 70 participants attended the programme.

9.16 Interactive meeting on Direct Taxes Code And Foreign Trade Policy 2009 – 14 at Mumbai - September 23, 2009

FIEO (WR) in association with Deloitte, organized

an interactive meeting on Direct Taxes Code and Foreign Trade Policy 2009-14. The meeting was organized with a view to understand the draft of direct tax code announced by the finance ministry that seeks to simplify the current tax provisions.

9.17 Interactive meeting with CMD, ECGC at Mumbai - October 7, 2009

FIEO (WR) in association with National Stock Exchange Ltd., organized an Interactive Meeting with CMD, ECGC at Mumbai. The Meeting was organized with a view to give an opportunity to the exporters to interact with top management of ECGC and resolve their issues/points. The meeting was attended by 68 exporter members.

9.18 Workshop on WTO Agreement at Ahmedabad - October 27, 2009

FIEO organized a Workshop on WTO Agreement in Ahmedabad which was attended by more than 40 member exporters. The workshop focused on recent developments in the Doha round of WTO negotiations.

9.19 1st Interactive meeting of Banking Codes & Standards Board of India at Mumbai - November 4, 2009

FIEO (WR), in association with MCX'SX, organized 1st Interactive Meeting of Banking Codes & Standards Board of India at Mumbai. The meeting was organized with a view of to give an opportunity to the exporters to interact with top officials of BCSBI and other banks to resolve their issues as FIEO has been receiving representations on increase in service charges of banks and non-compliance of RBI guidelines, which are taken up with RBI/Banking Codes and Standard Board of India/Ombudsmen on the concerned Banks/ IBA etc. Around 50 participants attended the said Interactive session.

9.20 Workshop on Transition of Indirect Taxation into GST regime at Ahmedabad - November 20, 2009

Federation of Indian Exports Organisations (FIEO), at Ahmedabad organized workshop on 'Transition of indirect taxation into GST regime'. More than 60 members participated in the same. Mr. Amarnath Mishra, the Jt. DGFT, Ahmedabad was the guest of honour in the seminar. Mr R. Subramanya, Advocate of Swamy Associates made presentation on GST.

9.21 Seminar on Business Opportunity with Adb at Mumbai -November 27, 2009

FIEO (WR) is association with Exim Bank & Asian Development Bank (ADB) organized a full day Seminar on Business Opportunity by the ADB at Mumbai. There were 120 participants from the Consultancy & the Service Organizations.

9.22 Seminar on New Foreign Trade Policy & Customs at Indore - November 27, 2009

FIEO (WR) in association with Soybean Processors Association of India (SOPA) & MCX-SX organized a Seminar on New Foreign Trade Policy & Customs at Indore. The objective of the seminar was to give an opportunity to the exporters to interact and suggest measures for the new foreign trade policy and also discuss on the revised drawback schedule being released shortly along with the procedural hardship related to customs and excise.

9.23 Sourveniruri International Trade Fair at Bucharest, Romania - December 3-6, 2009

FIEO (WR), in association with Ministry of MSME, organized group participation of Indian Companies in Sourveniruri International Trade Fair in Bucharest, Romania. The exhibition was held. There were six companies who confirmed their participation.

9.24 Workshop on “How To Start Export Business” at Aurangabad - December 24, 2009

FIEO (WR) in coordination with the Chamber of Marathwada Industries and Agriculture, Aurangabad (CMIA) organized a Workshop on “How to start export business” at Aurangabad. A presentation on FIEO & its activities was done by Mr. Shirkar Dole, Jt. DDG (WR), FIEO.

9.25 Open House with Mr R. S. Gujral, IAS, DGFT, New Delhi at Vadodara - January 4, 2010

FIEO-Ahmedabad Chapter-WR organized an Open house with Mr R S Gujral in Vadodara which was attended by more than 100 participants.

9.26 Seminar on Foods & Beverages and Drugs & Pharmaceuticals Exports to USA at Ahmedabad - January 19, 2010

FIEO, Ahmedabad Chapter organized a Seminar on Foods & Beverages and Drugs & Pharmaceuticals in association with Registrar Corp, USA at Ahmedabad.

9.27 Open House with Mr R S Gujral, IAS, DGFT, New Delhi At Mumbai - January 20, 2010

FIEO (WR), in association with EEPC India and Chemexcil, organized an Open House with Mr R S Gujral, IAS, DGFT at Mumbai. There were over 90 participants who attended the meeting.

9.28 Seminar on FDA Regulations for “Food & Beverages and Drugs & Pharmaceuticals” at Mumbai - January 20, 2010

FIEO(WR) in association with Registrar Cop, USA and ICICI bank organized two seminars simultaneously on FDA Regulations for “Food & Beverages and Drugs & Pharmaceuticals” at Mumbai and around 40/45 participants from different exporting companies dealing in Processed foods and Pharmaceuticals products from Bangalore, Pune & Nashik attended both the seminars.

9.29 Open House with the Chief Commissioners of Customs, Mumbai, Zone I, II & III at Mumbai - February 18, 2010

FIEO (WR), in association with CHEMEXCIL, organized an Open House meet with the Chief Commissioners of Customs, Mumbai Zone I, II & III. The meeting was attended by over hundred senior representatives from the exporting fraternity.

9.30 Seminar on “Global Scalability for Indian Industries using European Platforms” with CEO FORUM Members at Mumbai -February 19, 2010

FIEO (WR) organized a seminar on “Global Scalability for Indian Industries using European Platforms” with the experts from Switzerland at Mumbai. The meeting was attended by members of CEO Forum, Managing Committee members and other leading exporters.

9.31 Meeting with Visiting Delegation of Hungarian Chamber of Commerce & Industry at Mumbai - March 12, 2010

FIEO (WR) organized a meeting with the visiting delegation of Hungarian Chamber of Commerce & Industry in Mumbai.

10. Southern Region

10.1 “Seminar on Achieving Competitiveness in Service Sector” at Singapore – April 1 – 7, 2009

Singapore Cooperation Enterprise organized a

Seminar on Achieving Competitiveness in Service Sector. The Seminar was jointly sponsored by Ministry of Foreign Affairs, Singapore and Commonwealth Fund for Technical Cooperation (CFTC) Commonwealth Secretariat. Mr. V. Srinivasan, Jt. Director, FIEO(BLR) was the Indian representative and Fourth day morning Session who made a presentation on "Health Tourism "India" the Global Destination".

10.2 Seminar on International Logistics at Hyderabad – April 18, 2009

With a view to provide more insight on Breakthrough Leadership, the Andhra Pradesh Chapter of the Federation jointly with Badruka Institute of Foreign Trade organized a Seminar on Breakthrough leadership in Hyderabad. Dr. Ennelli Murali Darshan, Faculty, Indian Institute of Foreign Trade, Prof. G.S. Rao, Director, Badruka Institute of Foreign Trade, Mr R. Asokan, FIEO Southern Region were participated. About 25 exporters besides faculties and management students of Badruka Institute of Foreign Trade were attended the event.

10.3 Workshop on Operationalization of Stimulus Package Introduced by Govt. of India at Bangalore – April 18, 2009

FIEO & ECGC jointly organized the Workshop on Stimulus Package at Bangalore. Mr. A V Muralidhar Chairman and Managing Director, ECGC addressed the gathering. In his address mentioned about various export promotion measures taken by ECGC to help exporters. Mr. T V Maruthi, Past Chairman, ISEPC Welcomed the gathering. Mrs. Zarina Shaikh, Deputy General Manager and Regional Manager, ECGC, Bangalore made a presentation on the services rendered by ECGC. More than 60 exporters participated in the seminar.

10.4 Seminar on Minimising Business Risks at Kochi – April 22, 2009

With a view to update exporters and to adopt various options available before them to minimize their business risks in the current global meltdown, FIEO, Indian Chamber of Commerce & Industry, Seafood Exporters' Association of India and State Bank of India have organized a seminar on "How to Minimise Business Risks" in Cochin.

Mr Anilkumar N. Prabhu, President, Indian Chamber of Commerce & Industry, Mr Anwar

Hashim, National President, Seafood Exporters Association of India, Mr V. Reghunath, Assistant General Manager, State Bank of India, Ms. Vaishnavi, a faculty from Dun & Brad Street, Dr. George P. Thomas, Director, TJP Rubbers Industries, Mr R. Asokan, Director, FIEO Southern Region were participated. More than 60 exporters were participated in the event.

10.5 Workshop on Operationalization of Stimulus Package Introduced by Govt. of India at Chennai – April 24, 2009

FIEO Southern Region organized jointly with ECGC a Workshop on "Operationalization of Stimulus Package introduced by Govt. of India in Chennai.

Mr A.V. Muralidharan, Chairman & Managing Director, ECGC, Mr S. Prabakaran, Executive Director, ECGC, Mr V. Dharma Rajan, Deputy General Manager & Regional Manager, ECGC, Mrs. R. Padmavathy, Deputy General Manager-Banking Services, ECGC, Mr. R. Sathyanarayanan, Asst. General Manager, ECGC, Mr. N. Jayaraman, Director, A.I. Enterprises, Mr. R. Asokan, Director, FIEO Southern Region were participated. More than 80 exporters attended the event besides representatives from Export Promotion Agencies, Chambers of Commerce, Trade Associations and Media.

10.6 Workshop on Operationalization of Stimulus Package at Hyderabad – May 12, 2009

FIEO jointly with ECGC organized the above Workshop at Hyderabad.

In the above event, Mr Prayaga Subrahmanyam, General Manager, Reserve Bank of India, Forex Department, Hyderabad, Sri V. Viswanathan, General Manager, Export Credit Guarantee Corporation of India Ltd., Mumbai, Mr G.S. Rao, Joint Director, Commerce & Export Promotion Department, Govt. of Andhra Pradesh, Ms. Zarina Shaikh, Deputy General Manager & Regional Manager of Export Credit Guarantee Corporation of India Ltd., Bangalore and Mr R. Asokan, Director, FIEO Southern Region were participated. About 80 exporters were attended.

10.7 Workshop on Operationalization of Stimulus Package at Cochin – May 14, 2009

FIEO jointly with ECGC, Seafood Exporters Association and Indian Chamber of Commerce &

Industry, Cochin organized the above Workshop at Cochin.

Mr S. Prabakaran, Executive Director, Export Credit Guarantee Corporation of India Ltd., Mumbai, Mr M. Thakur, Jt. Director General of Foreign Trade, Cochin, Smt. P. Chandrika Devi, Assistant General Manager, Reserve Bank of India, Cochin, Mr Abraham J. Tharakan, Vice Chairman, Marine Products Export development Authority, Mr Anil Kumar N. Prabhu, President, Indian Chamber of Commerce and Industry, Mr R. Asokan, Director, FIEO Southern Region, Mr Raghunandan, Secretary, Indian Chamber of Commerce & Industry, Mr Sandhu Joseph, Secretary, Seafood Exporters Association were participated. About 60 exporters attended the event.

10.8 Seminar on “Exchange Rate Movements and Its Impact on Export Performance of Textile and Engineering Sectors” at Bangalore – May 30, 2009.

IIFT, FIEO, VITC, EEPC and AEPC organized a Seminar on “Seminar on Exchange Rate Movements and Its Impact on Export Performance of Textile and Engineering Sectors” held at Bangalore. Inaugurating the event, Mr. D. Muralidhar, President FKCCI highlighted the difficult phase that the exporters are passing through as a result of sudden and excessive volatility in exchange rate and partly, because of the global economic meltdown. Mr. V. Srinivasan, Joint Director, FIEO Bangalore, who was also the Chief Guest, urged upon the exporters to be more resilient and innovative in their practices to combat the difficult times. It is understood that the double edged sword criss cross currency trading results in loss for unaware MSME due to wrong guidance by some financial agencies. Other dignitaries who also spoke on the occasion include Mr. T. V. Maruthi, Regional Director, Central Silk Board; Mr. R. Balaji, Joint Director, AEPC Bangalore and Mr. C. H. Nadiger, Assistant Director, EEPC Bangalore. The meeting was presided over by Ms. Nisha Nambiar, Deputy General Manager (FOREX Department), RBI Bangalore.

10.9 Meeting with Officials from St. John Freight Systems on Antwerp Port at Chennai – June 12, 2009

To discuss about the possibilities to establish FIEO’s Warehousing and Logistic facility in Antwerp Port, Belgium, Mr G.P. Upadhyaya, IAS,

Secretary General along with Mr R. Asokan, Director, FIEO Southern Region had a meeting with senior officials with St. John Freight Systems. After the discussion, Secretary General asked the officials of St. John Freight Systems to send the details about the warehousing and logistic facilities the company maintaining in Antwerp.

10.10 Meeting with Stakeholders of ITC Sharjah Warehouse at Chennai – June 12, 2009.

With a view to get the feed back of the functioning of FIEO’s Warehouse-cum-Office facility in Sharjah, Mr G.P. Upadhyaya, IAS, Secretary General, FIEO had a meeting with the representatives of exporting companies availing the facilities in FIEO’s Sharjah warehouse facility. The representatives of the Member companies were appreciated the services being extended by FIEO in the warehouse facility.

10.11 Meeting with Deputy Chief Minister, Govt. of Tamil Nadu at Chennai – June 13, 2009

Mr M.K. Stalin, Hon’ble Deputy Chief Minister, Govt. of Tamilnadu hold a meeting with the representatives of major Chambers of Commerce, Export Promotion Agencies and Trade Associations with a view to discuss and to get issues / suggestions related to industrial development of the State. Mr M. Rafeeque Ahmed, Past President & Member-Managing Committee, FIEO and Mr R. Asokan, Director, FIEO Southern Region attended the event.

Mr M. Rafeeque Ahmed requested the Hon’ble Deputy Chief Minister to bring out an exclusive Export Promotion Policy for the state. In the meeting he also suggested to establish a State Export Promotion Board.

10.12 Export Management Training Programme at Bangalore – June 16, 2009

The Export Management Training Programme organized by VITC for the benefit of beginners in exports at Bangalore. Jt. Director, FIEO-BLR handled the technical session on Export Incentives and Services offered by FIEO.

10.13 (FKCCI) awarded the FIEO (Karnataka Chapter) as the “Special Award for the Best Export Facilitation Organisation – Gold

Federation of Karnataka Chamber of Commerce and Industry (FKCCI) awarded the FIEO Karnataka Chapter as the “Special Award for the Best Export Facilitation Organisation – Gold”.

10.14 Exim Bank honoured Award to FIEO at Bangalore – June 23, 2009

In Karnataka. Mr T.C. Venkat Subramanian, Chairman and Managing Director, Export-Import Bank of India honoured the award to FIEO on the joyous occasion in Bangalore. On behalf of FIEO, Sri V. Srinivasan, Joint Director received the award.

10.15 FIEO scored top of Exporters' Facilitation

FIEO scored the highest points among sixteen export facilitation organizations' functioning in Karnataka in a poll organized by the Chamber amongst the exporters in Karnataka. During the ceremony, the top exporters, service providers, district level exporters (excluding Bangalore District) and in special categories in Karnataka were honoured for their export excellence during the year 2008-09.

10.16 Workshop on Trade Finance and Export Documentation at Hyderabad – June 30, 2009.

With a view to updating the exporters on documentation procedures in Foreign Trade and also on Export Finance, FIEO Andhra Pradesh Chapter jointly with ABN Amro Bank organized a "Workshop on Trade Finance and Export Documentation".

Mr M. Gopinath, Regional Jt. Director General of Foreign Trade, Hyderabad, Mr Anand Nivas Sharma, Head-Business Banking, ABN Amro Bank, Hyderabad, Mr S.N. Bhargava, an Expert in Documentation and Mr R. Asokan, Director, FIEO Southern Region besides 97 exporters were participated.

10.17 Seminar on Post Budget 2009 – Impact on Direct and Indirect Taxation” at Bangalore – June 8, 2009

FIEO and Institute of Business Laws jointly organized a half-day "Seminar on Post Budget 2009 – Impact on Direct and Indirect Taxation" at Bangalore. The seminar was attended by over 160 delegates in the senior management and middle management executives in charge of Direct & Indirect Tax operations, Chartered Accountants, Cost Accountants, Tax Consultants, Advocates, and Students.

10.18 Workshop on Building Business Value With Key Customers at Chennai – July 10, 2009

Federation of Indian Export Organisations, Southern Region and HSBC jointly organized a Workshop on "Building Business Value with Key Customers" at Chennai.

Mr M. Saikumar, IAS, Additional Export Commissioner and Zonal Joint Director General of Foreign Trade, Mr M. Rafeeqe Ahmed, Past President and Member-Managing Committee of FIEO, Mr A. Loyola, Senior General Manager, Hyundai Motor India Ltd., Mr V.S. Kumar, Deputy General Manager (Exports), Ashok Leyland Ltd., Ms. Leeba Thomas, Assistant Manager-Business Development, HSBC, Mr R. Asokan, Director, FIEO Southern Region besides 54 exporters were participated.

10.19 Workshop on Presentation Skills Development at Chennai – July 10, 2009

Federation of Indian Export Organisations, Southern Region and HSBC jointly organized a Workshop on "Presentation Skills Development" at Chennai.

Mr Krish Venkatasubramaniam, CEO, Anantha Consulting and Dr. Sumathi Narayanan, CEO, Creative Communication and Management Centre were made detailed presentations on the above occasion. About 50 exporters were participated in the event.

10.20 Seminar on Budget Implications at Hyderabad – July 10, 2009.

FIEO Andhra Pradesh Chapter has joined as co-organiser for a Seminar on "Budget Implications" organised by Institute of Business Laws in Hyderabad. More than 60 exporters were attended the event.

Jt. Director, FIEO-BLR handled the technical session on Export Incentives and Services offered by FIEO. The Export Management Training Programme organized by VITC for the benefit of beginners in exports at Dharwad on 21.7.2009.

10.21 Meeting with Industries Commissioner and Director of Industries and Commerce at Chennai – July 24, 2009.

FIEO Southern Region had submitted to the Govt. of Tamilnadu a draft Export Promotion Policy. The MSME Department of Govt. of Tamilnadu initiated a series of discussions with major Chambers, Trade Associations and select leading exporters. In this regard, the Industries Commissioner Mr Dheeraj Kumar, IAS convened a meeting with representatives of Tamilnadu Industrial Guidance Bureau, MSME, Department of Industries, TANSTIA, Southern India Chamber of Commerce, Hindustan Chamber of Commerce and Tirupur Exporters Association.

Mr R. Asokan, Director, FIEO, Southern Region participated to include the suggestions emanated from these representative bodies, the Commissionerate of Industries and FIEO Southern Region jointly collect the points and interact with these bodies during the deliberations.

10.22 Meeting with Secretary, MSME at Chennai – July 28, 2009.

With a view to discuss about the FIEO's draft Export Promotion Policy, Mr P. Selvam, IAS, Principal Secretary to Government, Micro, Small and Medium Enterprises Department, Govt. of Tamilnadu convened a meeting with the representatives of CII, FICCI, EEPC and other export promotion bodies.

Mr P. Selvam, IAS, Principal Secretary to Government, MSME Department, Govt. of Tamilnadu Mr Dheeraj Kumar, IAS, Commissioner of Industries, Mr R. Asokan, Director, FIEO Southern Region were interacted with the representatives of major Chambers of Commerce and Trade Associations with a view to get inputs to revise the draft Export Promotion Policy.

10.23 Meeting with Commissioner, Department of Industries at Chennai – August 6, 2009.

To discuss sectoral issues with various Export Promotion agencies, a meeting was called by Commissioner of Industries wherein Mr R. Asokan, Director, FIEO Southern Region also invited to interact with the representatives of various Export Promotion Agencies and sector related trade associations.

10.24 Seminar on Strategic Export Management at Alleppey – August 13, 2009.

With a view to update the latest information on various facets on International Trade, FIEO(SR) jointly with Travancore Chamber of Commerce and Industry, Federation of Indian Coir Exporters Association, and Alappuzha BDS – Cluster Pulse, Alleppey has organized a one day Seminar on "Strategic Export Management". State Bank of India and Export Credit Guarantee Corporation of India Limited has joined with FIEO as co-organisers of the event.

Mr. M. Thakur, ITS., Jt. Director General of Foreign Trade, Mr. N.S. Ramachandran, Jt. Commissioner of Customs, Cochin, Ms. P. Chandrika Devi, Assistant General Manager, Reserve Bank of India,

Cochin, Mr. S. Paramasivan, Assistant General Manager, State Bank of India, Trivandrum, Mr. R. Punniakodi, Assistant General Manager, Export Credit Guarantee Corporation of India Limited, Cochin besides Mr. Mathew Joseph, Chairman, Travancore Chamber of Commerce & Federation of Indian Coir Exporters Association, Mr. Babu J. Punnooran, Vice Chairman, Travancore Chamber of Commerce, Mr. R. Asokan, Director, FIEO Southern Region, Mr. Pankaj Ahir, Sr. Manager Alappuzha BDS were participated in the Seminar.

More than 100 exporters attended the event besides representatives from Trade Associations and Press.

10.25 Seminar on "Export Management" at Kakinada - August 18, 2009.

With a view to create awareness and to update the various facilities, incentives and developments in International Trade, Federation of Indian Export Organisations organised a Seminar on "Export Management" in Kakinada. Commerce & Export Promotion Department, Govt. of Andhra Pradesh, The Cocanada Chamber of Commerce, State Bank of India and Export Credit Guarantee Corporation joined hands with FIEO to organise the event. Mr. D Surya Rao, Chairman, The Cocanada Chamber of Commerce, Mr. K. Kuppurajan, JDGFT, Visakhapatnam, Mr. K. Siddhanna, Jt. Commissioner, Customs & Central Excise, Visakhapatnam, Mr. Narotham Reddy, AGM – SME, State Bank of India, Mr. P. S. Sarma, Branch Manager, ECGC, Visakhapatnam, Mr. G. Rajendra Prasad, General Manager, District Industries Centre, Kakinada, Mr Dhananjay Sharma, Asst. Director, FIEO Andhra Pradesh Chapter besides 50 exporters participated in the event.

10.26 Meeting with Commissioner of Industries and Commerce at Chennai – August 20, 2009

Mr Dheeraj Kumar, IAS, Commissioner of Industries & Commerce convened a meeting on 20th August 2009 with various Associations representing different sectors.

Mr R. Asokan, Director, FIEO Southern Region has been invited to have an interaction with the representatives of these associations focusing mainly on administrative set up, infrastructure support requirement from the State, fiscal incentives requirements from the State, Market

Promotion Assistance from the State and other suggestions with a view to formulate the Export Policy for the State.

10.27 Seminar on Strategic Export Management at Madurai – August 21, 2009

A Seminar on “Strategic Export Management” was organized jointly by FIEO(SR) and Tamilnadu Chamber of Commerce and Industry in association with Indian Overseas Bank and Export Credit Guarantee Corporation of India at Madurai.

Mr D. Gajapathy, Joint Director General of Foreign Trade, Madurai, Mr Britto M. Joseph, Member, Managing Committee-FIEO, Mr S. Jeyabalan, President, Tamilnadu Chamber of Commerce & Industry, Mr S. Rethinavelu, Senior President, Tamilnadu Chamber of Commerce & Industry, Mr C. Srinivasan, Asst. General Manager, Indian Overseas Bank, Mr N. Jegatheesan, Secretary, Tamilnadu Chamber of Commerce & Industry, Mr S.K.N. Reddy, Asst. Commissioner of Customs, Trichy, Mr P.S.V. Narasimhan, Senior Manager, Indian Overseas Bank, Dr. Bobby S. Srinivasan, President, IFMR, Chennai, Mr P.S. Rajan, Branch Manager, ECGC, Madurai, Mr R. Asokan, Director, FIEO Southern Region besides 190 exporters and representatives from press and media were participated. Nanayam Vikatan - a leading Tamil business fortnightly magazine joined with us as Media Partner for the event.

10.28 Seminar on “Key Account Management and Products and Services to Exporters through Banks” at Hyderabad – August 25, 2009

With a view to give a focused exposure on the important strategies and the modus operandi as how to build in Business Value with Key Customers and to update on various products and services available for the exporters through Banks, FIEO Andhra Pradesh Chapter jointly with state Bank of India organized a “Seminar on Key Account Management and Services to Exporters through Banks” in Hyderabad.

Dr. P.V. Ramesh, I.A.S., Commissioner of Industries, Government of Andhra Pradesh, Hyderabad, Mr P.K. Malhotra, General Manager-Mid Corporate Group, State Bank of India, Hyderabad, Mr V.S. Kumar, Deputy General Manager(Exports), Ashok Leyland Ltd., Chennai, Mr Ch. Venkatnageshwar, DGM, Corporate Centre, State Bank of India, CAG, Mumbai, Mr V. Chandrasekhar, AGM-IBG, State

Bank of India, CAG, Mumbai, Ms. Uma Shanmukhi, AGM & Faculty, State Bank Staff College, Hyderabad, Mr R. Asokan, Director, FIEO Southern Region besides 110 exporters were participated.

FIEO, FKCCI & VITC organized Orientation programme on Business Opportunities in Central Africa Republic at Bangalore on 25.8.2009. More than 42 exporters participated in this meeting.

10.29 Meeting with Additional Chief Secretary, MSME Department at Chennai – September 8, 2009

Hon'ble Deputy Chief Minister, government of Tamilnadu convened a meeting with Chambers of Commerce, Export Promotion Agencies, Trade Associations for the cause of industrial promotion of the State. Various agencies submitted proposals for industrial and infrastructure development of the State. Mr M. Rafeeque Ahmed, Past President, FIEO and Mr R. Asokan, Director, FIEO Southern Region were represented the Federation on the meeting convened by the Hon'ble Deputy Chief Minister. Mr Rafeeque Ahmed requested the Hon'ble Deputy Chief Minister for announcement of an exclusive Export Policy for the State.

To discuss on the various representations presented to the Hon'ble Deputy Chief Minister Mr P. Selvam, IAS, Additional Chief Secretary convened a meeting at his Chamber. Mr R. Asokan, Director, FIEO attended the meeting and requested the Additional Chief Secretary to expedite the formulation of all Export Promotion Policy for the State.

10.30 Open House Meet with Commerce Secretary at Chennai – September 17, 2009

FIEO Southern Region organized an “Open House Meet with Commerce Secretary and Director General of Foreign Trade” in Chennai.

Dr. Rahul Khullar, IAS, Secretary, Ministry of Commerce, Govt. of India, Mr R.S. Gujral, Director General of Foreign Trade, Mr Ajay Sahai, ITS, Director General, FIEO, Mr Amitaph Jain, Addl. Director General of Foreign Trade, Mr Ajay Mittal, I.A.S., Development Commissioner, MEPZ Special Economic Zone, Mr Mahesh Desai, National Vice-Chairman, EEPIC India, Mr A. Sakthivel, President & Chairman, Southern Region, FIEO, Mr M. Rafeeque Ahmed, Past President, FIEO & Member-Managing Committee, Mr G.V. Nayak, Chief Commissioner of Customs, Mr M. Saikumar, IAS, Additional Export Commissioner & Zonal

Jt.DGFT, Mr Tapan Majumdar, Joint Director General of Foreign Trade, Mr A.K. Singh, Joint Director General of Foreign Trade, Mr Naresh Penumaka, Commissioner of Customs besides representatives from press and media and 240 exporters were participated.

10.31 Open House Meet with Commerce Secretary and DGFT at Bangalore – September 17, 2009

FIEO, VITC, FKCCI AND BCCI jointly organized an Open House Meet with Commerce Secretary and Director General of Foreign Trade on FTP at Bangalore. Issues discussed during Open House. Mr. A. Sakthivel, President and Chairman(SR) welcomed the gatherings. Mr. Ajay Sahai, Director General, FIEO drew the attention of government officials towards various issues being faced by the exporters. Around 150 exporters participated in this Open House.

10.32 Seminar on Promoting Agro Exports at Chennai – September 23, 2009

To build an appropriate forum for interaction with industry leaders, government representatives, academicians, etc., and to discuss the tremendous international trade opportunities offered by this Sector, at the initiative of Mr A. Sakthivel, President and Southern Regional Chairman of the Federation, a series of Seminars on “Promoting Agro Exports” has been scheduled to organize across the Tamilnadu State jointly with the Tamilnadu Agricultural University. Exim Bank, State Bank of India, Export Credit Guarantee Corporation of India, Agricultural and Processed Export Development Authority and Coffee Board. The first event of this series was organized in Chennai.

Mr Jyotiraditya Scindia, Hon'ble Minister of State for Commerce, Govt. of India, New Delhi, Prof. K.V. Thomas, Hon'ble Minister of State for Agriculture, Govt. of India, Mr Veerapandi S. Arumugam, Hon'ble Minister for Agriculture, Govt. of Tamilnadu, Mr A. Sakthivel, President & Regional Chairman, FIEO, Mr Ajay Sahai, Director General, FIEO, Dr. P. Murugesu Boopathi, Vice-Chancellor, Tamilnadu Agricultural University, Coimbatore, Mr M. Saikumar, Additional Export Commissioner and Zonal Jt.DGFT, Chennai, Mr S. Prabhakaran, Executive Director, Export Credit Guarantee Corporation of India Ltd., Mumbai, Mr Atul Anand,, Commissioner of Agricultural Marketing and Agribusiness, Department of Agriculture, Govt. of Tamilnadu, representatives from press and media and 400 participants were

participated. The Hindu and Pasumai Vikatan were also joined as media partners.

Jt. Director, FIEO-BLR handled the technical session on Role of Export Promotion Councils and Services offered by FIEO. The Export Management Training Programme organized by VITC for the benefit of beginners in exports at Belgaum on 23.9.2009.

Mr R. Asokan, Director attended a meeting at Chennai on 30.9.2009 organized by Indo Japan Chamber of Commerce regarding ideas on investment and trade with Japan, identify possible areas for cooperation and spread awareness and come out with difficulties if any in interaction with Japan. Mr Asokan interacted with participants and suggested the possible areas of cooperation such as IT, garments, handicrafts, leather, biotech etc. which are picking up in Japan in recent days.

10.33 Specialized Training Programme on Import and Export Management at MSME Development Institute at Chennai – October 28, 2009

Mr R. Asokan, Director, FIEO Southern Region made a detailed presentation on Export Marketing and Role of FIEO in Export Promotion.

10.34 Exporters' Meet at Rajapalayam – October 30, 2009

A Seminar on “Strategic Export Management” was organized in Rajapalayam jointly with Rajapalayam Entrepreneurship Club and Rajapalayam Chamber of Commerce & Industry in association with State Bank of India, Export Credit Guarantee Corporation and MCX Stock Exchange.

Mr D. Gajapathy, ITS, Jt. Director General of Foreign Trade, Mr Manimohan, Superintendent from Customs and Central excise, Tirunelveli, Mr V. Balasubramaniam, Chief Manager, International Banking and Mr Abraham Varkehy, Chief Dealer-Treasury Marketing from State Bank of India, Chennai, Mr V. Dharma Rajan, Dy. General Manager, Export Credit Guarantee Corporation of India, Mr Aravind, Associate Vice President, MCX Stock Exchange Limited, Chennai, Mr S. Sivagnanam, Director, MSME, Ministry of Industry and Mr R. Asokan, Director, FIEO Southern Region besides 230 exporters/entrepreneurs were participated.

10.35 Presentation on “Role of FIEO in promotion of Indian Handicrafts” at “Sourcing Show” at Chennai – November 2, 2009

Mr R. Asokan, Director, FIEO Southern Region

made a detailed presentation on the Role of FIEO in promotion of Indian Handicrafts at the “Sourcing Show” organized by The Tamilnadu Handicrafts Development Corporation Ltd.,

10.36 Meeting with Principal Secretary to Government, MSME Dept. at Chennai – November 6, 2009

Mr R. Asokan, Director, FIEO Southern Region had a preliminary discussion with Mr P. Selvam, IAS, Principal Secretary to Government, MSME Department, Govt. of Tamilnadu for organizing sectoral meetings to get the inputs from specific sectors for framing the Export Policy for the Govt. of Tamilnadu.

10.37 Sectoral Meeting with Addl.Chief Secretary at Chennai – November 12 & 17, 2009

FIEO(SR) organized sectoral focusing on Engineering Sector including Automotive Components and Plastic sector and the second Interactive Session with Chemicals, Drugs & Pharmaceuticals and Marine sectors were organized.

10.38 Open House Meet with Zonal JDGFT & Chief Commissioner of Customs at Chennai – November 20, 2009

FIEO Southern Region have organized an “Open House Meet with Zonal JDGFT and Commissionerate of Customs” in Chennai jointly with HSBC.

Mr M. Saikumar, IAS, Additional Export Commissioner & Zonal JDGFT, Mr Naresh Penumaka, Commissioner of Customs(Exports), Mr H E Abdul Azeez, Chairman, AI Group, Mr Niranjan Babu, Addl. Commissioner of Customs, Mr K.B. Bhat Jt. Commissioner of Customs, Mr N. Jayaraman, Director, M/s. A.I. Enterprises were participated besides about 60 exporters attended the event.

10.39 Seminar on Business Opportunities with Asian Development Bank (ADB) at Hyderabad – November 24, 2009.

With a view to provide vital information to Indian service providers, turn-key project suppliers, etc., about (i) access to business opportunity under ADB projects, (ii) specific procurement opportunities coming up in the near future under ADB projects, (iii) ADB’s policies and procedure for procurement and consultant selection, the Federation of Indian Export organizations jointly with Asian Development Bank, Exim Bank of India, Consultancy Development Centre and Builders Association of India organizes

a series of Seminar on Business Opportunities with Asian Development Bank across the country and the event was organised in Hyderabad. Exim Bank of India, Hyderabad made arrangements in organising the event.

Mr. Bernhard Zentgraf, Principal Procurement Specialist, ADB, Mr. Alexander Fox, procurement Specialist, ADB, Mr. Annamraju Vikram Harsha, Project Implementation Officer, Portfolio Management Unit, India Resident Mission, ADB, Mr. P. Mohan Reddy, Andhra Pradesh Centre Chairman, Builders’ Association of India, Mr. R. Asokan, Director, FIEO Southern Region, Mr. Srinivas Rao, Resident Representative, Exim Bank of India, Hyderabad were participated. About 90 participants representing Consultancy firms, Construction companies, Project exports, Financial services, etc. were participated.

10.40 Open House Meet on Foreign Trade Policy & Customs at Hyderabad - November 26, 2009

FIEO Southern Region jointly with State Bank of India organized an “Open House Meet with Zonal JDGFT and Commissionerate of Customs of Chennai and Hyderabad”.

Mr M. Saikumar, IAS, Additional Export Commissioner & Zonal JDGFT, Chennai, Mr M. Gopinath, Zonal JDGFT, Hyderabad, Mr P.K. Malhotra, General Manager-Midcorporate Group, State Bank of India, Hyderabad, Mr Naresh Penumaka, Commissioner of Customs(Exports), Chennai, Mr J.S. Chandrasekar, Additional Commissioner of Customs, Hyderabad, Mr Prakash Kumar Behra, Additional Commissioner of Customs, Chennai, Ms. Uma Shanmukhi, Faculty, Staff College, State Bank of India, Hyderabad besides about 90 exporters were participated.

10.41 Brain Storming Workshop” at Chennai - December 1, 2009

Mr. R. Asokan, Director-SR attended the above workshop organized by Government of Tamilnadu and coordinated by Industries Department on behalf of President & Chairman and conveyed the following points.

- To announce an exclusive Export Promotion Policy for the State for which a Draft Policy was already submitted by the President & Regional Chairman of the Federation.
- The active participation of the State in

International Events being organized by the Federation especially in Canton Fair and also in overseas warehousing projects.

- To provide representation in Core Committee of the State Manufacturing Competitive Council to be formed by the State.

Mr. Johnson, Chairman & Managing Director and Mr. Ramkumar, Asst. Vice President of St. John Freight Systems visited FIEO Southern Region and had detailed discussion with Mr R. Asokan, Director-SR about FIEO's proposed warehousing facility in Antwerp.

10.42 Seminar on Key Account Management and Financing for Exports at Cochin – December 4, 2009

FIEO(SR) Seafood Exporters Association of India, Indian Chamber of Commerce & Industry, Cashew Export Promotion Council of India along with State Bank of India and MCX Stock Exchange Limited jointly organised the above seminar at Cochin.

Mr V Rama Moorthy, General Manager, State Bank of India, Mr Anwar Hashim, National President, Seafood Exporters Association of India, Mr P. Prathapachandran, Vice-President, Indian Chamber of Commerce & Industry, and Mr A J Tharakan, Past National President of SEAI, Mr S Somasekhar, Chief Manager (IR), Bharath Petroleum Corporation Limited and Mr Ramesh Kumar of Analytix Corporate Solutions Pvt. Ltd., Mr S Kannan, Chief Manager, Overseas Branch and Mr Ajit B Nair, Manager – Medium Enterprises from State Bank of India, Mr M Aravind, Assistant Vice-President, MCX Stock Exchange Limited and Mr R. Asokan, Director-SR besides 60 exporters were participated.

10.43 Meeting on Export Promotion Policy of Andhra Pradesh 2010-2015 at Hyderabad – December 15, 2009

Mr. R. Asokan, Director-SR attended the Meeting organized by Commissionerate of Industries, Hyderabad and offered following points.

- To announce an exclusive Export Promotion Policy for the State for which a Draft Policy was already submitted by the President & Regional Chairman of the Federation.
- The active participation of the State in International Events being organized by the Federation especially in Canton Fair and also in overseas warehousing projects.

- To provide representation in Core Committee of the State Manufacturing Competitive Council to be formed by the State.

Jt. Director, FIEO-BLR handled the technical session on Role of Export Promotion and Services offered by FIEO. The Export Management Training Programme organized by VITC for the benefit of beginners in exports at Bangalore.

10.44 Workshop on “Export of Agricultural Produce in Tamilnadu” at Chennai –December 20, 2009

Mr R. Asokan, Director made a detailed presentation about FIEO on the occasion organized by Naveena Velaanmai (Agriculture Magazine). More than 90 exporters participated in the event.

FIEO-Karnataka Chapter, FKCCI and VITC Organized Seminar on “Taking advantage of Rules of Origin Prevailing under different Indian Free Trade Agreements” at Bangalore on 22.12.2009. Mr. T V Maruthi, Former Chairman of Indian Silk EPC given initiation remarks. Mr. J Crasta, President, FKCCI welcomed the gathering, Mr. Ajay Srivastava, Director, MOC explained in details about the Advantages of Rules of Origin Prevailing under different Indian Free Trade Agreements. Mr. Karthikeyan, EXIM Bank explained about Role of EXIM Bank in promoting Trade under Lines of Credit. Mr. V Srinivasan, Jt. Director, proposed vote of thanks.

10.45 Open House Meet with Hon'ble Minister of Commerce & Industry at Chennai – January 22, 2010

With a view to get the reactions from trade and industry on the new Foreign Trade Policy 2009-14 and also to get views and suggestions, at the initiative of President, FIEO an “Open House Meet with Mr Anand Sharma, Hon'ble Minister of Commerce and Industry” was organized in Chennai.

Mr A. Sakthivel, President, FIEO, Mr M. Rafeeqe Ahmed, Past President, FIEO, Mr G.V. Nayak, Chief Commissioner of Chennai Customs, Mr M. Saikumar, IAS, Additional Export Commissioner & Zonal Jt.DGFT, Mr Ajay Mittal, IAS, Development Commissioner, MEPZ, Mr Ajay Sahai, Director General, FIEO, Mr Amitabh Jain, Addl. DGFT, New Delhi, Mr M. Gopinath, Regional JDGFT, Hyderabad, Mr T. Muthuraj, Jt.DGFT, Chennai, senior level officials from Central and State Government and senior level representatives from Export Promotion Agencies, Chambers of Commerce and Trade Industry besides more than

250 exporters and representatives from press and media were participated.

10.46 International Conference on Intellectual Property Rights at Bangalore – January 29 & 30, 2010

Second International Conference on Intellectual Property Rights Leveraging in Software, Electronics and Green Technology was supported by FIEO and organized by ITAG Business Solutions Ltd. held at Bangalore. It provided an overview of the value of intellectual property and explained how companies can use new technology, new business practices, and organizational alignment to make the most of their IP assets.

Mr. V Srinivasan, Jt. Director, FIEO-BLR handled the technical session on Overview of Foreign Trade Policy and Services offered by FIEO. The Export Management Training Programme organized by VITC for the benefit of beginners in exports at Bellary on 4.2.2010.

10.47 Seminar on “International Warehousing” at Alleppey – February 8, 2010

Cluster Pulse-Alappuzha BDS organized a Workshop on “International Warehousing for Coir Products” at Alleppey.

Mr R. Asokan, Director, FIEO Southern Region made a detailed presentation on FIEO’s proposed warehouse project in Antwerp, Belgium. Mr. Ramkumar, Asst. Vice President of M/s. St. John Freight Systems also made presentation on logistic arrangements in the warehouse. Around 40 Coir product exporters were attended.

10.48 National Seminar on Small and Medium Enterprises at Bangalore – February 11, 2010

Jt. Director, FIEO, Karnataka Chapter attended the National Seminar on Small and Medium Enterprises : Growth Engine for India. The Seminar organized by Manufacturers’ Association for Information Technology at Bangalore and FIEO-Karnataka Chapter supported the Seminar. The primary objective of this event was to spread the technological advances amongst SMEs and help them manage their complex IT needs to reduce their operational costs and increase efficiency. It also provides a common platform for both the SMEs and lead Technology Providers in the country and discussed strategies for driving business growth with right IT adoption.

10.49 3rd PLASTASIA and ICREX-10 Exhibitions at Bangalore – February 26 – March 1, 2010

FIEO(BLR) participated in 3rd PLASTASIA and ICREX-10 Exhibitions held at Bangalore. The Event was supported by FIEO, Bangalore. It was inaugurated by H.E. Dr. H.R. Bharadwaj, Governor of Karnataka. The event provided a platform to build business alliances in the plastic, Chemical Process Technology and Rubber industries. The four days event generated business enquiries worth around Rs.450 crores. Overseas countries represented at the Exhibition from China, Taiwan, Singapore, Japan and South Korea.

Total number of visitors: 750 Nos.; Generated membership enquiries for FIEO including regional offices / Chapters: 90; FIEO(BLR) hoping to get New membership for the financial year 2010-2011 : 49 Rest of the enquiries forwarded to respective FIEO offices for further action.

10.50 Participation in 4th Edition of “Czech-Asian Forum” followed by Buyer Seller Meet in Prague, Czech Republic - March 1-3, 2010

With a view to improve the mutual beneficial business linkages, FIEO participated in the 4th Edition of Czech Asian Forum followed by exclusive exhibition for FIEO’s Business delegation in Prague, Czech Republic.

The event was inaugurated by Mr. Jan Dusik, Hon’ble Minister of Environment of the Czech Republic and during the inaugural function Mr. Milan Hovorka, Deputy Minister of Industry and Trade, Mr. Petr Kuzel, President, Czech Chamber of Commerce were also addressed the participants highlighting the Czech Trade relations with Asia and Pacific Region. Mr R. Asokan, Director, FIEO made a detailed presentation on “India’s Investment Potential, Two way trade opportunities and the Services of FIEO for the cause of International Trade Promotion”.

A Memorandum of Understanding to exchange international trade related information on two-way trade between India and Czech Republic and also for exchange of business delegations was established during the inaugural function with Association of Exporters of Czech Republic.