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WELCOME

EXPORT GUIDANCE CELL

**INAUGURATION
BY**

**THIRU.Ka.BALACHANDRAN, I.A.S.
DISTRICT COLLECTOR
ERODE**

ON

31.01.2003 5.00 PM

DEPARTMENT OF INDUSTRIES AND COMMERCE**DISTRICT INDUSTRIES CENTRE, ERODE****DISTRICT EXPORT GUIDANCE CELL**

IN ORDER TO GIVE A BOOST TO EXPORT OF PRODUCTS MANUFACTURED BY SMALL SCALE INDUSTRIAL UNITS IN THIS STATE. THE GOVERNMENT OF TAMILNADU DIRECTED TO FORM DISTRICT EXPORT GUIDANCE CELL VIDE G.O. NO. 53 DATED 5.12.2002. AS PER THE ORDER, THE ERODE DISTRICT EXPORT GUIDANCE CELL IS FORMED AND INAUGURATED ON 31.01.2003 BY THE DISTRICT COLLECTOR, THIRU.KA.BALACHANDRAN, I.A.S., AT DISTRICT INDUSTRIES CENTRE, CHENNIMALAI ROAD, ERODE – 638001.

THE MAIN FUNCTIONS OF THE EXPORT GUIDANCE CELL ARE:

- ?? COUNSEL PROSPECTIVE EXPORTERS ON EXPORT FORMALITIES AND PROCEDURES, EX-IM POLICY, INCENTIVES AVAILABLE TO THE EXPORTERS, ETC.
- ?? PROVIDE DETAILS OF EXPORT MARKET INTELLIGENCE, ADDRESSES OF FOREIGN BUYERS, ETC.
- ?? ADVISE ON EXPORT DOCUMENTATION
- ?? ORGANISE TRAINING PROGRAMME AND SEMINARS ON EXPORT OPPORTUNITIES IN DIFFERENT INDUSTRIES CLUSTER TO CREATE AWARENESS.

AN ESSENCE OF GUIDE TO THE NEW EXPORTERS BRIEFING THE EXPORT PROCEDURE ASSISTANCE AND INCENTIVES EXTENDED BY THE GOVERNMENT, DETAILS OF EXPORT PROMOTION ORGANISATIONS, NARRATED BY THE GUIDANCE CELL IS NOW BROUGHT TO THE USE OF EXPORTERS.

ALL THOSE WHO ARE INTERESTED IS REQUESTED TO MAKE USE OF THE EXPORT GUIDANCE CELL IN THE DISTRICT INDUSTRIES CENTRE.

EXPORTS**Free Exports**

All goods may be exported without any restriction except to the extent such exports are regulated by the Negative List of Export or any other provision of this Policy or any other law for the time being in force. The Director General of Foreign Trade may, however, specify through a Public Notice such terms and conditions according to which any goods, not included in the Negative List of Exports, may be exported without a license. Such terms and conditions may include Minimum Export Price (MEP), registration with specified authorities quantitative ceiling and compliance with other laws, rules, and regulations.

DENOMINATION OF EXPORT CONTRACTS

All export contracts and invoices shall be denominated in freely convertible currency and export proceeds shall be realized in freely convertible currency. Contracts for which payments are received through the Asian Clearing Union (ACU) shall be denominated in ACU Dollar. The Government may relax the provisions of the paragraph in appropriate cases.

REALISATION OF EXPORT PROCEEDS

If an exporter fails to realise the export proceeds within the time specified by the Reserve Bank of India, he shall, without prejudice to any liability or penalty under any law for the time beginning in force be liable to action in accordance with the provisions of the Act, the Rules and Orders made there under and provisions of this Policy.

EXPORT OF GIFTS

Goods, including eligible items of value not exceeding Rs.15,000/- in a licensing year, may be exported as a gift. However, items in the Negative List of Exports shall not be exported as a gift, without a license, except in the case of edible terms.

EXPORT OF SPARES

Warranty spares, whether indigenous or imported, of plant, equipment, machinery automobiles or any other goods may be exported up to 7.5% of the FOB value of the exports of such goods along with the main equipment or subsequently but within the contracted warranty period of such goods.

EXPORT ASSISTANCE IN GENERAL

The following assistance is available against exports

1. The export products are exempted from Sales Tax and Central Excise duties
2. Exporters are eligible to get pre-shipment and post-shipment credit from their banker's concessional rate of interest
3. Export profits are exempted from the purview of Income Tax. However, the Government of India is gradually phasing out this assistance at the rate of 20% every year. During this financial year, 60% of the profit is exempted and 40% is taxable.
4. Small Industries Development Bank of India (SIDBI) is providing financial assistance to Small Scale Units in many ways SIDBI directly finances.
 - a) SSI units for new/expansion/diversification/modernization projects
 - b) Marketing development projects which expand the domestic and
 - c) International marketability of SSI products
 - d) Existing well-run SSI units and ancillaries/sub contracting
 - e) Units/vendors units for modernization and technology up gradation.
 - f) Infrastructure development agencies for developing industrial areas
 - g) Existing export-oriented units to enable them to acquire ISO-9000 series certification
 - h) Small Scale entrepreneurs using innovative indigenous technology and expertise through Venture Capital Fund

TEN STEPS TO BE A SUCCESSFUL EXPORTER

1. Organise yourself by establishing a firm
2. Choosing a right Product to sell abroad.
3. Registration with concerned authorities.
4. Locating overseas market & identification of prospective buyers
5. Negotiating orders.
6. Export Pricing/quotations/sending samples/scrutiny/confirmation and entering contract
7. Arranging finance and Procuring/Manufacturing goods for Export
8. Documentation Pre shipment inspection quality standards and excise
9. Labeling packaging, packing, and Marking goods for export
10. Realisation and payment of export sales proceeds

STEP I**ORGANISE YOUR SELF BY ESTABLISHING THE FIRM:**

Select the title of your company, which is

1. Short
2. Attractive
3. Meaning full with respect to Your Commodity
4. Logo reinforcing the Company
5. Creating an image in the minds of the Consumer

Location:

Locate the office and business place at appropriate spot to promote business credibility and status of the firm.

Obtain:

Telephone, Fax, Telex, Cable address, etc.,

Print:

Good letter head and envelopes with logo, Telephone No, Telex No, Cable address Along with name of the Company & your outstanding achievements and name of your bank.

Open:

Open a Current Account in the name of the firm in Commercial Bank, which is authorized to deal foreign exchange.

Preliminary Registration:

- (a) Register your company with sales tax, department and obtain TNGST and CST
- (b) Apply to the Income tax officer and obtain permanent account Number.
- (c) Apply to General Manager District Industries Centre, Erode -01. SSI Registration for the manufacturing unit if it is under Small Scale.
- (d) Register your Company under Factories Act and Labour Act, ESIC etc., as necessary.

STEP II**CHOOSE RIGHT PRODUCT:**

Look in to the trend of export of different items from India by referring to:

MAGAZINES:

1. Monthly statistics of foreign trade of India.
2. Bulletins of export promotion councils / commodity boards.
3. Ex – Imp times published by.
Anupam Publishers, B-265, Mangolpuri India Area, stage I, Delhi –110 083.
4. Commodity trade statistics.
5. Year book of International trade.

ORGANIZATIONS such as

1. Indian trade promotion organization
2. International trade center
3. Indian Institute of foreign trade IIFT, New Delhi –110 016.
4. Director General of Commercial Intelligence. (DGCI & S) Kolkatta.
5. Federation of Indian chambers of commerce of Industry (FICCI) New Delhi
6. Ministry of commerce (Library) New Delhi.

On selection pay attention on:

Technical and financial capacity, product knowledge in great detail, design, style, concept related, quality, consumer packaging, labeling, varieties and uses, Environmental friendly inputs & product, adaptable according to the market development, production capacity to meet the demand, after sales service, packing, demand stability, exportable, trade restriction, profitability & export potential.

STEP III**REGISTRATION WITH CONCERNED AUTHORITIES:**

1. Export – Import's code Number:

Authority: The Joint Director General of foreign trade,
2nd floor, LIC buildings, Trichy Road,
Coimbatore-18.

2. Registration cum Membership certificate (R.C.M.C)

Authority: Respective export promotion councils.

3. Central Excise registration / declaration for excisable goods.

Authority: Jurisdictional Range officer
Central excise Department, Erode

4. Export License

Authority: Joint Director General of Foreign Trade
Coimbatore-18
Exports and Imports are free unless regulated by
ITC (HS) classifications by DGFT.

STEP IV**LOCATING OVERSEAS MARKET AND IDENTIFYING THE PROSPECTIVE****BUYER**

- Refer to : Market surveys / delegations reports , Trade directories / Journals/ Export - Import time's pragati India by ITPO , Bulleting EP Councils Indian trade journals.
- Enquire : Friends and relatives residing in foreign countries, country Embargo
- Participate : International trade fairs and exhibition in India & abroad Buyer / seller meet.
- Contact : Export promotion councils, commodity boards, foreign delegations other established export.
- Consult : Selling agents , ITPO, IIFT, Trade representatives of overseas Government in India Indian trade and other representatives. International trade development authorities abroad. Foreign Chamber of Commerce , Similar Export
- Visit : Embassies, Popular web sites
- Advertise : In Newspaper having overseas edition and other foreign news paper magazine
- Create : Web sites.
- And Find : Prospective buyers.

STEP V:**NEGOTIATING ORDERS:**

Core Issues:

1. Product features details
2. Sample & quality assurance
3. Pre-shipment Inspection
4. Quantity
5. Packing
6. Marketing
7. Time schedule & Mode of delivery.
8. Documentation
9. Transport arrangement
10. Method of payment
11. Insurance
12. Emergence of firm order

Supplementary Issues :

1. After sales service
2. Compensation for deviations from agreed position.
3. Third party claim.
4. Force majeure situation

STEP VI**EXPORTPRICING QUOTATION /SEND SAMPLES /SCURINITY
CONFIRMATION AND ENTERING CONTRACT:*****A. Parameters to be taken in to account for export pricing***

- a. Cost and market situation .
- b. Export assistance / Taxes
- c. Economy of scale
- d. Technological Improvement
- e. Brand Image.
- f. Terms of delivery
 - 1. EXW : Export Works
 - 2 FCA : Free Carrier
 - 3 . FAS : Free alongside ship
 - 4. FOB : Free on board
 - 5. CFR : Cost and Fright
 - 6. CIF : Cost insurance fright
 - 7. CPT : Carriage paid to
 - 8. CIP : Carriage and Insurance paid to
 - 9. DAF : Delivered at frontier
 - 10. DES : Delivered Ex Ships
 - 11 .DEQ : Delivered Ex Quay
 - 12 DDP : Delivered Duty Paid
 - 13 DDU : Delivered Duty Unpaid

g. Risk involved,

- 1. Credit Risk
- 2. Currency Risk
- 3. Carriage Risk
- 4. Country Risk

B. Enter a contract with following aspects :

1. Product standard and specification
2. Quantity
3. Inspection
4. Value of contract
5. Terms of delivery
6. Taxes duties and charges
7. Delivery schedules / Shipment
8. Packing, Labeling and marking
9. Terms of Payment - Amount / Mode of currency
10. Licenses & permits
11. Insurance, Discount, Commissions,
12. Documentary requirement
13. Guarantee
14. Force majeure situation / Remedies / Arbitration

C. Scrutinize :

Examine the export order carefully

1. Item (product)
2. Size of specification
3. Pre shipment Inspection
4. Payment conditions and credit validity in accordance exchange export requirements, whether the L/C is accepted by your banker
5. Special Packaging , Labeling (or) marketing
6. Shipment and delivery date / party shipment / destination
7. Marine Insurance and its conditions
8. Documents - Commercial Invoice / Bill of lading / Certificate of origin / packing list

D. *Confirm the export order by letter*

E. *Avail the forward cover facilities on the risk involved due to fluctuations in exchange rate.*

STEP VII**ARRANGING FINANCE AND PROCURING / MANUFACTURING GOODS FOR EXPORT:****Finance facilities:****Short term credit :**

- A Pre shipment (or) Packing credit - To meet Purchase of raw materials
 - 1. Processing
 - 2. Packing
 - 3. Transportation
 - 4. Ware Housing etc

- B Post Shipment Credit –(To bridge the gap between shipment of goods and realization of export proceeds)
 - 1. Purchase of export documents drawn under
 - 2. Advance against export bills sent for collection
 - 3. Advance against goods sent on consignment basic
 - 4. Advance against undrawn balance
 - 5. Advance against retention money
 - 6. Advance against claims of duty drawback

Long term credit

- A Ex –Im Bank finance
 - 1. Overseas investment finance
 - 2. Term loan for export production and development
 - 3. Re-lending facility
 - 4. Bulk import finance
 - 5. Expansion of production capacity

- B. Forfeiting finance
 - 1. By Exim Bank
 - 2. By Authorised dealers

- C. External Commercial borrowing (foreign currency loans)
 - For Import of goods and technology

UNDER STAND THE DIFFERENT EXCHANGE RATES

1. T.T. exchange rate - Clean remittance out side India
2. Bill selling rate - Remittance out side India as proceeds of import bills payable in India
3. T.T. Buying rate - Purchase of foreign currency by bankers where cover is already obtained by bank in India
4. Bills rate - Purchase of sight export bills which will result in foreign remittance to India after realization

The exchange risk due to unfavorable movement in the exchange rate can be eliminated

- i) By invoicing in Indian Rupees
- ii) By fixing the foreign exchange contract

STEP VIII**DOCUMENTATION / PRE SHIPMENT INSPECTION / QUALITY STANDARDS AND EXCISE****EXPORT DOCUMENTS**

With regard to the export there are about **16** documents required at Pre and Post shipment stages.

These documents are again in to commercial documents and regulatory documents.

COMMERCIAL DOCUMENTS**PRE – SHIPMENT
DOCUMENTS**

Proforma Invoice
 Letter of Credit
 Order
 IDF
 Insurance Declaration
 Intimation of Inspection

**POSTSHIPMENT
DOCUMENTS**

Commercial Invoice
 Packing list
 Shipping Instructions
 Certificate of Inspection
 Advance DD/ IT
 Insurance Certificate
 Shipping Order
 Mate receipt
 B/L Combined Transport document
 Application for Certificate of origin
 Certificate of origin
 Bill of Exchange
 Shipment advice
 Letter to the Bank for collection/
 Negotiation of documents

REGULATORY DOCUMENTS

There are about 9 regulatory documents as listed below :

1. Gate Pass
2. AR4
3.
 - a. Shipping bill for export of goods
 - b. Ex Bond for export of duty free goods
 - c. For export of Dutiable goods
 - d. For export of goods under claim of duty drawback
4. Export Application / Dock challan
5. Receipt of payment of PORT CHARGES
6. GR/PP forms – Exchange control regulations
7. Freight payments certificate
8. Vehicle ticket
9. Insurance Premium Payment Certificate

PRESHIPMENT INSPECTION QUALITY STANDARDS AND EXCISE:**. Inspection Certificate by Export Inspection Agency :**

1. Consignment to consignment Inspection
 2. In – Process quality Control
 3. Self Certification scheme
 4. Products with ISI Certification mark or AGMARK will eliminate the requirement of certification by Indian Agency
- B. **Inspection by the buyer** through his nominated inspection agency for quality confirmation .
Obtaining ISO Certificate will increase customer confidence and assurance in quality standards.

All excisable goods exported out of India all exempted from payment of central excise duty and *the* procedure as prescribed are to be followed to avail the same.

STEP IX**LABELING , PACKAGING, PACKING AND MARKING
GOODS FOR EXPORT:****Labeling :**

As ascertained already from the buyer during contract
Label should indicate quality, Quality method of use etc.

Packaging :

Helps to get your product in top condition
Presents is as attractive way
Confirmation of with the instruction issued by buyer

Packing :

Depends on the item exported
Size, weight and height all to be cared
Contents are to be property placed

Marking :

Information about exports mark, Imports mark, Part of destination, place of destination. Order No. and Date, net and tare weight handling instruction in the required languages name of the ship and the bill of leading No.

STEP X**REALISATION AND PAYMENT OF EXPORT
SALE PROCEEDS AND AVAILING INCENTIVES :****A SALES REALISATION**

1. The bill of Exchange along with the documents submitted by the exporter is transmitted to importer's bank by the first air mail followed by second set by the 2nd airmail.
2. On receipt of documents the importer bank presents the same to customer for payment in case of 'Sight Draft' and acceptance in case of "Usance Draft" and the documents are delivered to the company only against a trust receipt and the foreign bank conveys the fact to the exporter bank
3. Pending the receipt advice either for having received the amount (or) acceptance of 'Usance bills' by the importer from foreign bank payment to be exporter is made by the bank as per the registration Sales ends on realization of bill of exchange

HINTS FOR NEW EXPORTERS

- ?? Prepare for international Marketing through business in the local market.
- ?? Acquire the required technical expertise before venturing in to exporting
- ?? Know why the company should enter the export market and what its international marketing goals etc.
- ?? Develop formal export marketing plans and strategies.
- ?? Choose export Product and markets carefully
- ?? Adopt marketing strategies that add value to the company's products in the target market.
- ?? Find good sales agents / distributors in target market(s)
- ?? Price your products carefully. Don't load it too much.
- ?? Be creative in finding solutions to marketing bottlenecks
- ?? Assign a key company officer to oversee export operations.
- ?? Look upon exporting as a long-term investment for the company
- ?? Remember it is difficult to enter export business without adequate resources in men and material

EXPORT ASSISTANCE AND FACILITIES :

1. Duty free replenishment certificate scheme (DFRC)
2. Duty Entitlement Pass book scheme
3. Excise Exemption / Rebate on Exports
4. Customs duty draw back
5. Income tax relief to exporters and other FE earns
6. Sales tax exemption
7. Marketing development assistance
8. Export finance – pre shipment and post shipment
9. Export credit Risk Insurance (ECGC)
10. Foreign exchange facilities for Exports
11. Foreign currency Accounts
12. Export of Consultancy service project .Export and Indian joint ventures abroad
13. Machinery & Equipment facilities under EPCG scheme
14. Raw Materials Assistance
15. Import Licenses for item verified for Import
16. Technology up gradation fund scheme by SIDBI & IDBI
17. Deemed export Assistance
18. External Marketing assistance to just Products
19. Air freight subsidy by APEDA
20. Lather industry development fund by council for leather exports
21. Technology development of underinsuring fund scheme of SIDBI for SSI

THE DETAILS OF EXPORT PROMOTION ORGANISATIONS AND CONNECTED AGENCIES.

INSTITUTION	EXPORT ASSISTANCE – Export promotion of the Particular commodities
1. EXPORT PROMOTION COUNCILS (EPCS) (COMMODITY-WISE EPC DETAILS GIVEN IN SEPARATE ANNEXURE)	REGISTERING AUTHORITIES
2. COMMODITY BOARDS	SERVES TO THE EXPORTERS IN THE SAME MANNER AS THE EXPORT PROMOTION COUNCILS
3 FEDERATION OF INDIAN EXPORT ORGANISATIONS (FIEO) 706, 7 th FLOOR, SPENCER PLAZA, 769, ANNA SALAI, CHENNAI-600002	ORGANISATION COORDINATING AND SUPPLEMENTING THE EXPORT PROMOTION ACTIVITIES OF VARIOUS ORGANIZATIONS AND INSTITUTIONS
4. INDIAN INSTITUTE OF FOREIGN TRADE (IIFT) B-21, QUTAB INSTITUTIONAL AREA NEW DELHI. Ph: 011 – 6965124 WEB: http://www.iigt.edu	DEVELOPS AND ORGANISES NEW TRAINING PROGRAMMES, RESEARCH AND MARKET STUDIES IN THE FIELD OF FOREIGN
5 INDIAN INSTITUTE OF PACKAGING (IIP) E-2, M.I.D.C. AREA, POST BOX NO. 9432 CHAKALA, ANDHERI (EAST) MUMBAI – 400 093 WEB: http://www.iip-in.com	IMPROVING THE STANDARD OF PACKAGING FOR VARIOUS BENEFITS
6. EXPORT INSPECTION COUNCIL (EIC) 3 rd FLOOR, MDYMCA CULTURAL CENTRE BUILDING 1, JAISINGH ROAD, NEW DELHI- 110 001	PROVIDES SOUND DEVELOPMENT OF EXPORT TRADE THROUGH QUALITY CONTROL AND PRE-SHIPMENT INSPECTION
7. EXPORT INSPECTION AGENCY 213, RAYAPETTAI HIGH ROAD CHENNAI - 600014	INSPECTION AUTHORITY AND OPERATIONAL BODY OF EIC
8. INDIAN COUNCIL OF ARBITRATION (ICA) TANSEN MARG, FEDERATION HOUSE NEW DELHI. - 110001	PROMOTES THE USE OF COMMERCIAL ARBITRATION IN INDIA
9. INDIAN TRADE PROMOTION ORGANISATION RAJA ANNAMALAI BUILDING 19A, MARCHALL ROAD, EGMORE CHENNAI - 600008 WEB: www.india trade promotion.org www.trade portal India.com	PROVIDES FACILITIES CONCERNING PARTICIPATION IN FAIRS AND EXHIBITIONS IN INDIA AND ABROAD
10. CHAMBER OF COMMERCE & INDUSTRY EVN ROAD, ERODE – 638001	HELPS IN ISSUING CERTIFICATE OF ORIGIN AND TAKING UP SPECIFIC CASES OF EXPORTERS TO THE GOVERNMENT.
11. BUREAU OF INDIAN STANDARDS (BIS) KOVAI TOWERS, 44, BALASUNDARAM ROAD COIMBATORE – 641 018 Ph: 2210141, 2201016	ENGAGED IN STANDARD FORMULATION CERTIFICATION MARKING AND LABORATORY TESTING
12 DEVELOPMENT COMMISSIONER (SSI) THE GENERAL MANAGER DISTRICT INDUSTRIAL CENTRE CHENNIMALAI ROAD, ERODE – 638001	REGISTERING SMALL SCALE INDUSTRIES, EXPORT GUIDANCE, SINGLE WINDOW CLEARANCE, ARRANGING BUYER SELLOR MEET, ADVISE ON EXPORT DOCUMENTATION ETC.

- | | |
|--|---|
| 13. SCOP SHIPPING STANDING COMMITTEE
THE MINISTRY OF COMMERCE
NEW DELHI | RESOLVES THE PROBLEMS RELATING TO QUALITY
ADEQUACY AND COST OF TRANSPORTATION
PROBLEMS FACED BY THE EXPORTERS. |
| 14. TEXTILES COMMITTEE
THADAGAM ROAD
ERODE – 641 002 | CARRIES PRE-SHIPMENT INSPECTION OF TEXTILES
AND MARKET RESEARCH FOR TEXTILES YARNS,
TEXTILE MACHINES ETC., |
| 15. MARINE PRODUCTS EXPORT DEV.
AUTHORITY | HELPS IN THE DEVELOPMENT OF MARINE
PRODUCTS MEANT FOR EXPORT WITH SPECIAL
REFERENCE TO PROCESSING, PACKAGING, STORAGE
AND MARKETING ETC., |
| 16. INDIAN INVESTMENT CENTER (IIC) | ADVISES AND ASSISTS INDIAN BUSINESSMEN FOR
SETTING UP OF INDUSTRIAL OR OTHER
JOINT VENTURES ABROAD |
| 17. FRIGHT INVESTIGATION BUREAU | SOLVING THE PROBLEMS RELATING TO FREIGHT RATES,
SHIPPING SPACE AND REGULAR SHIPPING
FACILITIES ETC. |
| 18. TAMIL NADE INDUSTRIAL GUIDANCE &
EXPORT PROMOTION BUREAU
19-A, RUKMANI LAKSHMIPATHY ROAD
EGMORE, CHENNAI – 600 008. | GUIDANCE AND EXPORT PROMOTION |
| 19. EXPORT CREDIT GUARANTEE CORPN.LTD
CHEARN PLAZA
1619, TRICHY ROAD
ERODE
Ph: 2304775 | CREDIT INSURANCE |
| 20. INDIAN GOVT. TRADE REPRESENTATIVE | FOREIGN COUNTRIES ASSIST INDIAN EXPORTERS
REGARDING PROMOTION OF INDIAN PRODUCTS
TO THE WORLD MARKET. |
| 21. FOREIGN GOVT. TRADE MISSIONS | INDIAN HELP IN MARKETING INDIAN PRODUCTS
TO THEIR MARKETS |
| 22. DIRECTORATE OF DRAWBACK | MINISTRY OF FINANCE FIXES DRAW BACK RATES OF
ITEMS EXPORTED. IT ALSO FORMULATES THE
PROCEDURE AND DOCUMENTS REQUIRED FOR
CLAIM OF DUTY DRAWBACK |
| 23. BOARD OF TRADE | MINISTRY OF COMMERCE PROVIDES OF FORUM FOR
ENSURING CONTINUOUS DIALOGUE WITH TRADE
AND INDUSTRY IN RESPECT OF MAJOR
DEVELOPMENTS IN THE FIELD OF
INTERNATIONAL TRADE. |
| 24. OFFICE OF THE DIRECTOR GENERAL OF
FOREIGN TRADE (DGFT)
1544, TRICHY ROAD
ERODE – 641 018 | RESPONSIBLE FOR EXECUTION OF THE IMPORT
AND EXPORT POLICIES OF THE GOVT. OF INDIA.
IT HAS VARIOUS SUBORDINATE OFFICES IN INDIA |
| 25. DIRECTOR GENERAL OF COMMERCIAL
INTELLIGENCE AND STATISTICS (DGCIS)
No.1, COUNCIL HOUSE STREET
KOLKATTA – 700 001 | PRIMARY AGENCY FOR THE COLLECTION
COMPILATION AND THE PUBLICATION OF THE
FOREIGN ,INLAND AND ANCILLARY TRADE
STATISTICS AND DISSEMINATION OF VARIOUS
TYPES OF COMMERCIAL INFORMATION. |
| 26. STATE LIASON OFFICERS | APPOINTED BY THE STATE GOVERNMENTS
DEVELOP EXPORT TRADE IN GOODS PRODUCED
IN THEIR STATES IN CONSONANCE WITH THE
POLICIES OF THE CENTRAL GOVERNMENT. |

27. NIRYAT BANDHUS	THE NODAL OFFICERS NOMINATED BY THE STATES FOR EXPORT PROMOTION WORK
28. AIR CARGO TASK FORCE	FOCUSES ATTENTION AND RESOLVES PROBLEMS FACED TRADE IN THE AIR FREIGHT INDUSTRY
29. EXPORT FACILITATION COMMITTEE	THE PROBLEMS OF GENERIC NATURE FACED BY THE EXPORTS AND WHICH HAVE NOT BEEN RESOLVED AS A RESULT OF THEIR INTERACTION WITH THE CONCERNED AGENCIES IN THE MINISTRY OF COMMERCE OR THE MINISTRIES / DEPARTMENTS.
30. DIRECTOR GENERAL OF ANTI-DUMPING & ALLIED DUTIES	INVESTIGATES THE ALLEGATIONS OF DUMPING AND RECOMMENDS SUITABLE DUTIES.
31. EXPORT IMPORT BANK OF INDIA U.T.I. HOUSE, 1 ST FLOOR 29, RAJAJI SALAI CHENNAI – 600 001 Ph: 044-5224714 / 5224749 WEB: www.eximbank India.com	TTO FINANCE, PROMOTE AND FACILITATE INDIA'S INTERNATIONAL TRADE TO PROVIDE FINANCE, INFORMATION AND ADVISORY SUPPORT AT ALL STAGES OF THE BUSINESS CYCLE OF EXTERNALLY ORIENTED COMPANIES TO ACT AS A CATALYST IN TWO WAY TECHNOLOGY TRANSFER AND INVESTMENT

Name and address of ISO Certification Agencies

1. Bureau Veritas Quality International
6-D, Century Plaza, 560, Anna Salai, Teynampet
Ph No. 044 – 4320206 Fax No. 044 – 434967
2. SGC Internal Certificate Services India,
48, Ram Nagar, First Street, Tirupur 641 602
Phone : 91-421 704091, 705091 Fax 91-421 704092
3. TUV India (P) Ltd
Dhun Building II Flor, 827, Anna Salai, Chennai 600 002
Phone : 044 – 8528875 Fax 044-8521676
4. KPMG Quality Registrar,
Wescare Towers, 16, Cenotaph Road, Teynampet, Chennai – 600 018
5. Qality Assurance Service
Wester Rgion, 702, Balaram, Bandra, Kurla Complex, Bombay – 400 051
Ph 022 – 6541777, 022 – 6541773 Fax No. 022 – 6541160 Dr. Sakrika
6. Llyods Register Quality Assurance
634, 1st Main I Street, Indira Nagar, Bangalore 560 038
Ph : 080 – 5295482 Fax 080-5295482 Mr. G. Venkatakuppusamy
7. National Quality Assurance Limited
F-1, Srinidhi Apartments, 43/1-1, 3rd Main Attiguppa, Vijayanagar, Bangalore 560 040
Ph : 080-3393077, 3391803, Fax 080-3399692 Mr. Ganesh Shastri, Senior Lead Auditor
(IRCA, UK) QS 9000 Audit (AIAG, USA)
8. The Director
Bureau of Indian Standards, Kovai Tower, 5th Floor, 44, Bala Sundaram Road
Erode – 641 018 Ph : 210141, 202016 Fax : 216705
9. International Certifications Limited
Nirmalayam, Puthur, Palakkad – 678 091 Keral India
E mail pvrkin@yahoo.com, Website : www.inticert.com
Mr. P.V. Radhakrishnan, Regional Manager

10. BSI India Private Limited
201, Ansal Bhavan, 16, Kasturiba Gandhi Marg, New Delhi 110 001, India
Ph 91 11 3719002, 3719003 Fax 91 11 3739003

No. 4, 1st Cross Street, MGR Nagar, Thirumullaivoyal, Chennai 600 032
Ph / Fax : 044 6371955 Email : bsichennai@et.net
Contact person : S. Narayanan Mobile 98410 44940

ASSOCIATIONS IN ERODE:

ERODE DISTRICT SMALL INDUSTRIES ASSOCIATION

"EEDISSIA" Ph: 2274307
SIDCO INDUSTRIAL ESTATE,
CHENNIMALAI ROAD,
ERODE – 638001

LIST OF EXPORT PROMOTION COUNCILS / COMMODITY BOARDS

AGRICULTURAL AND PROCESSED FOOD PRODUCTS EXPORT AUTHORITY (APEDA)

12 / 1 / 1 PLACE CROSS ROAD, TEL : (080) 334 3425
BANGALORE 560 020 FAX : (080) 336 4560

APPAREL EXPORT PROMOTION COUNCIL

INDIRA NAGAR, OFF AVINASHI ROAD, TEL : (0421) 2243049
TIRUPUR 641 603 . (0421) 2248 763; 2249 631
FAX : (0421) 749 630

BASIC CHEMICALS, PHARMACEUTICALS & COSMETICS EXPORT PROMOTION COUNCIL

NO, 23/1 & 2, 5 TH MAIN ROAD, TEL : (080) 226 9037; 226 0446
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THE CASHEW EXPORT PROMOTION COUNCIL OF INDIA

P.B. NO. 1709, CHITTOOR ROAD, TEL : (0484) 361 459;) 369 080
ERNAKULAM SOUTH (0484) 353 357
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TLX : (0885)6677CEPC IN
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CARPET EXPORT PROMOTION COUNCIL

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CHEMICALS & ALLIED PRODUCTS EXPORT PROMOTION COUNCIL

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COFFEE BOARD

1, DR. AMBEDKAR VEEDHI, TLX : 0845 821
BANGALORE 560 001 FAX : 080 226 5557

COIR BOARD

COIR HOUSE , M.G.ROAD, TEL : (0484) 351 788; 351 807; 351 954
ERNAKULAM SOUTH , KOCHI 682 016 FAX : (0484) 370 034
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THE COTTON TEXTILES EXPORT PROMOTION COUNCIL

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758, MOUNT ROAD, CHENNAI 600 002 FAX : 044 852 1205
TLX : 041 6315 TCIL
2 ND FLOOR, 593 CROSS CUT ROAD, TEL : 235 587
GANDHIPURAM, ERODE 641 012 TLX : 855 – 640 SIMA IN

ELECTRONICS AND COMPUTER SOFTWARE COUNCIL (ESC)

PHD HOUSE, 3 RD FLOOR, . TEL : (011) 696 5103; 696 4463
RAMAKRISHNA DALMIA WING FAX : (011) 651 0632
OPP. ASIAD VILLAGE , NEW DELHI 110 016 E – MAIL : ESC@GIASD101.VSNL.NET.IN

ENGINEERING EXPORT PROMOTION COUNCIL

MAALAVIKA CENTER , 3 RD FLOOR,
144 /145 KODAMBAKKAM , HIGH ROAD,
CHENNAI 600 034

TEL : (044) 827 7501; 827 6007
(044) 826 4972
FAX : 0091 44 827 0491
TLX : 41 8293
GRAMS: OCEANBORNE

FEDERATION OF INDIAN EXPORT ORGANISATIONS (FIEO)

SPENCER PLAZA , UNIT NO. 706, 7 TH FLOOR,
769, ANNA SALAI , CHENNAI 600 002

TEL : (044) 852 2427; 852 1861
FAX : 91 44 852 4767
TLX : 041 8692
GRAMS: APEXLINK
E – MAIL : FIEOSR@GIASMD01.VSNL.NET.IN

THE GEM & JEWELLERY EXPORT PROMOTION COUNCIL

ANKUR PLAZA, 3 RD FLOOR,
52, G.N. CHETTY ROAD
T. NAGAR, CHENNAI – 600 017

TEL : 044-827 6188; 822 6686
E- MAIL: GJEPCSR@VSNL.COM

EXPORT PROMOTION COUNCIL FOR HANDICRAFTS

PLOT NO. 1 , POCKET 6 & 7
SECTOR – C , LSC, VASANT KUNJ,
DELHI 110 070

TEL : (011) 613 5256 –58
FAX : 91-11-613 5518-19
TLX : 031 –72315EPCH IN
GRAMS: CRAFTCIL
E – MAIL : EPCH@VSNL.COM

THE HANDLOOM EXPORT PROMOTION COUNCIL

34, CATHEDRAL GARDEN ROAD, NUNGABAKKAM,
CHENNAI 600 0034

TEL : (044) 827 8879 ; 827 6043
FAX : 0091 827 1761
E-MAIL : HEPCCATP@VSNL.COM

THE SILK EXPORT PROMOTION COUNCIL

62, MITTAL CHAMBERS , 6 TH FLOOR,
NARIMAN POINT, MUMBAI 400 021

TEL : (022) 202 7662; 202 5866
FAX : (022) 287 4606
E-MAIL : ISEPC@BOM2.ISNL.NAT.IN

COUNCIL FOR LEATHER EXPORTS

“LEATHER CENTER” 53, RAJA MUTHIAH ROAD,
CHENNAI 600 003

TEL : (044) 589 098; 582 041; 580 834
FAX : (044) 588 713; 587 083
GRAMS : LEXPROCIL
E – MAIL : CLE@GIASMD01.VSNL.NET.IN

THE PLASTICS AND LINOLEUMS EXPORT PROMOTION COUNCIL

RASHEED MANSION , 622 ANNA SALAI,
CHENNAI - 600 006

TEL : (044) 827 8620
FAX : 91 44 826 5744
TLX : 41 6341 PLXL IN
CABLE : LEXCONCIL

THE RUBBER BOARD

SHASTRI ROAD, P.B. NO 1122 ,
KOTTAYAM 686 002

TEL : (0481) 571 231; 571 232
(0481) 571 235; 571 236
FAX : 91 481 571380
TLX : 888 205 RUBR IN
CABLE : RUBBER BOARD

THE SPORTS GOODS EXPORT PROMOTION COUNCIL

2 ND FLOOR, 1 – E / 6, SWAMI RAM,
TIRATH NAGAR, (JHANSDEWALAN EXTN),

TEL : (011) 525 695
FAX: (011) 753 2147
CABLE : PRINCILEX.

SPICES BOARD

SUGANDHA BHAVAN , N.H. BY –PASS
P.B. NO. 2277 , PALARIVATTOM P.O.
COCHIN : 682 025

TEL : 0484 333 610 - 616; 347 965
FAX : 0484 331 429
E – MAIL : SPICESBOARD@VSNL.COM
E - MAIL: MAIL@INDIANSPICES.COM
WWW. INDIANSPICES.COM

25,(OLD NO.13) FIRST FLOOR, 2 ND STREET,
EAST ABHIRAMAPURAM, MYLAPORE,
CHENNAI 600 004.

TEL : (044) 499 1448
FAX : (044) 499 7474
E – MAIL : SBROCHN@VSNL.COM

Dr. RADHAKRISHNAN ROAD,
TEACHERS COLONY,
ERODE – 638009.

THE SYNTHETIC & RAYON TEXTILES EXPORT PROMOTION COUNCIL
KHALLELIC CENTER (ALSA MALL) TEL : (044) 8553837; 855 4236
NO.10, 3 RD FLOOR, MONTIETH ROAD, FAX : 91 –44 –8553555
CHENNAI 600 008

TEA BOARD
"SHELWOOD" COONOR, LIBRARY ROAD, TEL: (0423) 21638/ 20316
POST BOX . NO.6, COONOR 643 101. FAX : (0423) 22332
NILGRIS, SOUTH INDIA. TLX : 0853 213

TABACCO BOARD
DIRECTORATE OF AUCTIONS, 1/19, 3 RD CROSS, TEL : (080) 223 6599
4 TH FLOOR , UNITY BUILDING ANNEXE, FAX : (080) 222 5075
C.S.I. COMPOUND , BENGALORE 560 027. TLX : 0845 8437

WOOL & WOOLLENS EXPORT PROMOTION COUNCIL
MUNICIPAL COMMERCIAL COMPLEX TEL : (0421) 2200 316
(BHARATHIAR MEMORIAL BUILDING)
HALL NO. 2, 1st FLOOR, AVANASHI ROAD,
TIRUPUR 641 602

THE POWER LOOM DEVELOPMENT AND EXPORT PROMOTION COUNCIL (PDEXCIL)
CIVIL COURT, "B" WING 4 TH FLOOR, TEL : (022) 202 7221
MAHA KAVI BHUSHAN MARG,
BEHIND REGAL , COLABA, MUMBAI 400 039.

JUTE MANUFACTURERS DEVELOPMENT COUNCIL
3 A, PARK PLAZA, 71,PARK STREET, TEL : (033) 217 2107; 217 2540; 226 3438
KOLKATA 700 016. FAX : 217 2456
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HIGHLIGHTS OF EXIM POLICY, 2002-07

I- Special Economic Zones (SEZs)

Offshore Banking Units (OBUs) shall be permitted in SEZs. Detailed guidelines are being worked out by RBI. This should help some of our cities emerge as financial nerve centres of Asia.

Units in SEZ would be permitted to undertake hedging of commodity price risks, provided such transactions are undertaken by the units on stand-alone basis. This will impart security to the returns of the unit.

It has also been decided to permit External Commercial Borrowings (ECBs) for a tenure of less than three years in SEZs. The detailed guidelines will be worked out by RBI. This will provide opportunities for accessing working capital loan for these units at internationally competitive rates.

II- Employment oriented

Agriculture

Export restrictions like registration and packaging requirement are being removed today on Butter, Wheat and Wheat products, Coarse Grains, Groundnut Oil and Cashew to Russia . Quantitative and packaging restrictions on wheat and its products, Butter, Pulses, grain and flour of Barley, Maize, Bajra, Ragi and Jowar have already been removed on 5th March, 2002.

Restrictions on export of all cultivated (other than wild) varieties of seed, except Jute and Onion, removed.

To promote export of agro and agro based products, 20 Agri export zones have been notified.

In order to promote diversification of agriculture, transport subsidy shall be available for export of fruits, vegetables, floriculture, poultry and dairy products. The details shall be worked out in three months.

3% special DEPB rate for primary & processed foods exported in retail packaging of 1 kg or less.

b) Cottage Sector and Handicrafts

- i) An amount of Rs. 5 crore under Market Access Initiative (MAI) has been earmarked for promoting cottage sector exports coming under the KVIC.
- ii) The units in the handicrafts sector can also access funds from MAI scheme for development of website for virtual exhibition of their product.
- iii) Under the Export Promotion Capital Goods (EPCG) scheme, these units will not be required to maintain average level of exports, while calculating the Export Obligation.
- iv) These units shall be entitled to the benefit of Export House status on achieving lower average export performance of Rs.5 crore as against Rs. 15 crore for others; and
- v) The units in handicraft sector shall be entitled to duty free imports of an enlarged list of items as embellishments up to 3% of FOB value of their exports.

c) Small Scale Industry

With a view to encouraging further development of centres of economic and export excellence such as Tirupur for hosiery, woollen blanket in Panipat, woollen knitwear in Ludhiana, following benefits shall be available to small scale sector:

- i. Common service providers in these areas shall be entitled for facility of EPCG scheme.
- ii. The recognised associations of units in these areas will be able to access the funds under the Market Access Initiative scheme for creating focused technological services and marketing abroad.
- iii. Such areas will receive priority for assistance for identified critical infrastructure gaps from the scheme on Central Assistance to States
- iv. Entitlement for Export House status at Rs. 5 crore instead of Rs. 15 crore for others.

d) Leather

Duty free imports of trimmings and embellishments up to 3% of the FOB value hitherto confined to leather garments extended to all leather products.

e) Textiles

- i. Sample fabrics permitted duty free within the 3% limit for trimmings and embellishments.
- ii. 10% variation in GSM be allowed for fabrics under Advance Licence.
- iii. Additional items such as zip fasteners, inlay cards, eyelets, rivets, eyes, toggles, velcro tape, cord and cord stopper included in input output norms.
- iv. Duty Entitlement Passbook (DEPB) rates for all kinds of blended fabrics permitted. Such blended fabrics to have the lowest rate as applicable to different constituent fabrics.

f) Gem & Jewellery

- i. Customs duty on import of rough diamonds is being reduced to 0%. Import of rough diamonds is already freely allowed. Licensing regime for rough diamond is being abolished. This should help the country emerge as a major international centre for diamonds.
- ii. Value addition norms for export of plain jewellery reduced from 10% to 7%. Export of all mechanised unstudded jewellery allowed at a value addition of 3 % only. Having already achieved leadership position in diamonds, now efforts will be made for achieving quantum jump on jewellery exports as well.
- iii. Personal carriage of jewellery allowed through Hyderabad and Jaipur airport as well.

(III) Technology oriented**a) Electronic hardware**

The Electronic Hardware Technology Park (EHTP) scheme is being modified to enable the sector to face the zero duty regime under ITA (Information Technology Agreement)-1. The units shall be entitled to following facility:

Net Foreign Exchange as a Percentage of Exports (NFEP) positive in 5 years.

No other export obligation for units in EHTP.

Supplies of ITA I items having zero duty in the domestic market to be eligible for counting of export obligation.

b) Chemicals and Pharmaceuticals

All pesticides formulations to have 65% of DEPB rate of such pesticides.

Free export of samples without any limit.

Reimbursement of 50% of registration fees for registration of drugs.

c) Projects

Free import of equipment and other goods used abroad for more than one year.

(IV) Growth Oriented**a) Strategic Package for Status Holders**

The status holders shall be eligible for the following new/ special facilities:

- i. License/Certificate/Permissions and Customs clearances for both imports and exports on self-declaration basis.
- ii. Fixation of Input-Output norms on priority;
- iii. Priority Finance for medium and long term capital requirement as per conditions notified by RBI;
- iv. Exemption from compulsory negotiation of documents through banks. The remittance, however, would continue to be received through banking channels;
- v. 100% retention of foreign exchange in Exchange Earners' Foreign Currency (EEFC) account;
- vi. Enhancement in normal repatriation period from 180 days to 360 days.

b) Neutralizing high fuel costs

I. Fuel costs to be rebated by it in Standard Input Output Norms (SIONs) for all export products. This would enhance the cost competitiveness of our export products. The value of fuel to be permitted as a percentage of FOB value of exports for various product groups is as under:

Product Group	Value of fuel as a percentage of FOB value of exports
Bulk Drug and Drug Intermediates	5%
Dye and Dye Intermediates	4%
Glass	5%
Ceramic Products	5%
Paper made from wood pulp/ waste paper	5%
Pesticides (Technical)/ Pesticides formulation from Basic Stage	5%
Refractory items	7%
Ferrous engineering products manufactured through forging/ casting process	7%
Non ferrous basic metal	4%
Plastic and plastic products from basic/ monomer stage	5%
Fibre to yarn	4%
Yarn to fabric/ made-up/ garments	3%

Fibre to fabric/ made-up/ garments	7%
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c) Diversification of markets

Setting up of "Business Centre" in Indian missions abroad for visiting Indian exporters/businessmen.

ITPO portal to host a permanent virtual exhibition of Indian export product.

iii) Focus LAC (Latin American Countries) was launched in November, 1997 in order to accelerate our trade with Latin American countries. This has been a great success. To consolidate the gains of this programme, we are extending this up to March, 2003.

Focus Africa is being launched today. There is tremendous potential for trade with the Sub Saharan African region. During 2000-01, India's total trade with Sub Saharan African region was US\$ 3.3 billion. Out of this, our exports accounted for US\$ 1.8 billion and our imports were US\$ 1.5 billion. The first phase of the Focus Africa programme shall include 7 countries namely, Nigeria, South Africa, Mauritius , Kenya, Ethiopia, Tanzania and Ghana. The exporters exporting to these markets shall be given Export House Status on export of Rs.5 crore.

v) Links with CIS countries to be revived. We have traditional trade ties with these countries . In the year 2000-01, our exports to these countries were to the extent of US\$ 1082 million. In this group, Kazakhstan, Kyrgyzstan, Uzbekistan, Turkmenistan, Ukraine and Azerbaijan to be in special focus in the first phase.

d) North Eastern States, Sikkim and Jammu & Kashmir

Transport subsidy for exports to be given to units located in North East, Sikkim and Jammu & Kashmir so as to offset the disadvantage of being far from ports.

e) Re-location of industries

To encourage re-location of industries to India, plant and machineries would be permitted to be imported without a licence, where the depreciated value of such relocating plants exceeds Rs. 50 crores.

(V) Reduction in transaction time & cost

With a view to reducing transaction cost, various procedural simplifications have been introduced. These include:

DGFT

- i. A new 8 digit commodity classification for imports is being adopted from today. This classification shall also be adopted by Customs and DGCI&S shortly. The common classification to be used by DGFT and Customs will eliminate the classification disputes and hence reduce transaction costs and time. Similarly, Ministry of Environment and Forests is in the process of finalisation of guidelines to regulate the import of hazardous waste.
- ii. Further simplification of all schemes.
- iii. Reduction of the maximum fee limit for electronic application under various schemes from Rs. 1.5 lakh to Rs. 1.00 lakh.
- iv. Same day licensing introduced in all regional offices.

Customs

Adoption and harmonization of the 8 digit ITC(HS) code.

The percentage of physical examination of export cargo has already been reduced to less than 10 percent except for few sensitive destinations.

The application for fixation of brand rate of drawback shall be finalised within 15 days.

Banks

Direct negotiation of export documents to be permitted. This will help the exporters to save bank charges.

100% retention in EEFC accounts.

The repatriation period for realisation of export proceeds extended from 180 days to 360 days. The facility is already available to units in SEZ and exporters exporting to Latin American countries.

These facilities are being made available to status holders only for the present.

(VI) Trust Based

Import/Export of samples to be liberalized for encouraging product up gradation.

Penal interest rate for bonafide defaults to be brought down from 24% to 15%.

No penalty for non-realization of export proceeds in respect of cases covered by ECGC insurance package.

No seizure of stock in trade so as to disrupt the manufacturing process affecting delivery schedule of exporters.

- i. Foreign Inward Remittance Certificate (FIRC) to be accepted in lieu of Bank Realization Certificate for documents negotiated directly.
- ii. Optional facility to convert from one scheme to another scheme. In case the exporter is denied the benefit under one scheme, he shall be entitled to claim benefit under some other scheme.
- iii. Newcomers to be entitled for licenses without any verification against execution of Bank Guarantee.

(VII) Duty neutralization instruments**a) Advance License**

Duty Exemption Entitlement Certificate (DEEC) book to be abolished. Redemption on the basis of Shipping bills and Bank Realization Certificates.

Withdrawal of Advance License for Annual Requirement (AAL) scheme as problems were encountered in closure of AAL and the significance of scheme considerably reduced due to dispensation of DEEC. The exporters can avail Advance License for any value.

Mandatory spares to be allowed in the Advance License up to 10% of the CIF value.

b) Duty Free Replenishment Certificate (DFRC)

Technical characteristics to be dispensed with for audit purpose.

c) Duty Entitlement Passbook (DEPB)

Value cap exemption granted on 429 items to continue.

No Present Market Value (PMV) verification except on specific intelligence.

Same DEPB rate for exports whether as CBUs or in CKD/SKD form, Reduction in rates only after due notice.

DEPB for transport vehicles to Nepal in free foreign exchange.

DEPB rates for composite items to have lowest rate applicable for such constituent.

d) Export Promotion Capital Goods (EPCG)

EPCG licenses of Rs.100 crore or more to have 12 year export obligation (EO) period with 5 year moratorium period.

EO fulfillment period extended from 8 years to 12 years in respect of units in agri-export zones and in respect of companies under the revival plan of BIFR.

Supplies under Deemed Exports to be eligible for export obligation fulfillment along with deemed export benefit.

Re-fixation of EO in respect of past cases of imports of second hand capital goods under EPCG Scheme.

EXPORTS FROM ERODE DISTRICT - AN OVER VIEW

Erode is the second most important city in Tamil Nadu after Chennai and a major export hub with value of exports alone being put above Rs. 10,000 crores a year. It is the home for host of textile, hosiery, engineering and auto spare parts units and is trying to establish its foothold in the I.T. Sector. It is a most livable city on account of salubrious climates, well developed industrial infrastructure, cluster of educational institutions and health care centre.

Erode District comprises following product wise cluster areas.

1.	Erode Town	Woven RMG, Turmeric, Masala Powder
2.	Bhavani	Carpets made ups, Door Mats.
3.	Chennimalai,	Bread Spreads, Window Curtains.
4.	Perundurai	Knitwear, Granite Monuments
5.	Kangayam	Oil & Rice Mill
6.	Kangayam	Cotton Yarn.

The following commodities are being exported from Erode District.

1. Knitted Garments
2. Spices Powder
3. Cotton and Synthetic Yarn
4. Grey woven fabrics
5. Readymade Garments
6. Turmeric Powder
7. Tamarind Paste
8. Activated Carbon
9. Cotton Fabrics
10. Sugar (Crystal)
11. Granite Monuments
12. Cotton Bed Spreads
13. Made Ups
14. Window Curtains
15. Edible Oils.