

# Regional Advisory & Sub Committee for improved member services

**T**he first meeting of the Regional Advisory & Sub Committee, FIEO (Western Region) was organized on April 9, 2012 chaired by Mr Amit Goyal, Regional Chairman, FIEO (Western Region).

In his keynote address, Mr Goyal said the Regional Advisory & Sub Committee was set up in February 2012. He said the Western Region chapter has achieved 100% target and crossed over 6000 members in the region and in the current financial year over 50% of the target has already been achieved.

He further said FIEO (Western Region) has been conducting several awareness and promotional workshops which are attended by medium level executives. These programmes have been updating the participants in day-to-day issues.

Open houses and interactive sessions are held half yearly wherein senior officials from various government departments are present to discuss and share the issues which are encountered by entrepreneurs in their regular export activities.

Apart from the above meetings and seminars, small groups of members are also represented before the authorities when they encounter a common problem. For instance, recently a delegation of readymade garment exporters had met the Chief Commissioner of JNPT Customs in order to discuss various issues. A presentation was also made in order to differentiate the valuation for similar looking garments such as branded and regular. The officials concerned from the department were also present during the meeting in order to understand the difference in



Mr Amit Goyal, Regional Chairman FIEO (WR) and Chairperson (centre) addressing the Regional and Sub Committee members of FIEO(WR) on his right Mr J B Jain, Convenor, Regional Advisory Committee & Sub Committee FIEO (WR), Seminar & Events and left Mr Khalid Khan, Convenor, Regional Advisory Committee & Sub Committee FIEO (WR), Foreign Trade Policy.

the samples etc.

Earlier, a delegation of stainless steel exporters had met the Chief Commissioner of JNPT Customs to discuss export matters. The presentation had been successful and it was directed by Chief Commissioner that similar product related meetings could be organized for engineering, plastics, textiles etc, which would help the department better distinguish between various products.

A delegation had also met the Deputy Governor of the RBI as well as officials from FEDAI, ECGC to discuss various issues to promote exports from the region.

A calendar of events has been shortlisted by FIEO (Western Region), which includes awareness programmes and open houses with ADGFT in different states of the region in the months ahead for the

benefit of member exporters.

Various language courses are also being firmed up with the associations/agencies so that member exporters can interact better with foreign buyers.

He also said that in the Export Facilitation Committee meeting held at the office of the ADGFT on March 2, 2012, a study group related to issuance/renewal of passport has been entrusted to FIEO (Western Region). The suggestions compiled shall be forwarded to the authorities.

A study group relating to the setting up of Niryat Bhawan in Mumbai has been entrusted to FIEO (Western Region), wherein the Regional Chairman shall head the committee. A proposal has already been submitted to the authorities.

Mr Goyal further said in order to

improve the working of the regional office, it has been proposed to provide wifi connections as well as extend the video conferencing facilities between all FIEO offices for wider connectivity.

The present premises of FIEO (Western Region) are scheduled to be renovated by developing the reception and the visitors area, and broadening the conference room for the convenience and benefit of member exporters.

Mr Goyal said the Advisory Committee & Sub Committee has been set to promote and facilitate members of the region in their regular exports. A meeting of the committee can be held once a month in order to discuss and understand the issues of the members and represent the same to the authorities.

Mr Khalid Khan, Convenor, Foreign Trade Policy, said suggestions / views from various export promotion councils and FIEO are taken while framing the Policy, hence he suggested that the sub committee members shall coordinate along with him on the day-to-day issues and suggestions of the exporter members to enable him to compile the concept paper. He further said the trade facilitation meetings are held once a month at the office of the ADGFT Mumbai and maximum advantage should be taken to represent the issues during such meetings. The sub committee members should also be present such meetings.

Mr Paresh Mehta, Convenor, Customs, Excise & Service Tax, said efforts shall be made to represent maximum number of issues/suggestions received from the members during the trade facilitation meetings held at JNPT Customs, Central Excise etc. He also suggested a meeting should be organized with senior officials of service tax keeping in view the recent changes made in the Union Budget.

Mr Goyal suggested the regular issues can be addressed to the authorities; in case the issues are not resolved they may be referred to the Board for their clarifications and the members can be informed accordingly.

Mr Rajeev Chitalia, Convenor, RBI & Banking, said suggestions/views from the members should be invited in order to organise an open house with the RBI as well as all the other nationalized banks. It has been observed that many exporters are not aware of the recent changes brought about by various banks for the benefit of the exporters. Hence an awareness programme can be organized where such issues can also be represented. He said ECGC, FEDAI may also be invited to the programme.

Mr J.B. Jain, Convenor, Events & Seminars, said a calendar of events has already been scheduled by FIEO (Western Region). He said sponsors should be tapped on long-term basis in order to have a fruitful outcome from the mega events which shall be organized.

Mr Goyal suggested that two more committees shall be formed shortly such as Niryat Bhawan Committee and State Government Committee to concentrate on specific issues. He further said talks have already been initiated and efforts are being made on State activities, and initiatives have been taken to firm up activities with the Governments of Gujarat and Goa.

Interactive sessions and business promotion meetings are also being organized with Consul Generals of different countries.

It was also suggested by the Committee members that a "Calendar Invite" can be prepared which can be circulated to the members in order to be updated on the focused meetings.

It was also suggested that specific meetings should be organized so that

each committee can share their views on the specific subject.

The following member secretaries were nominated from the Secretariat in order to co-ordinate the subject related issues:

1. RBI & Banking and overlooking the other activities:  
Mr Rajesh Bhatia, Director
2. Foreign Trade Policy, Customs Excise & Service Tax:  
Ms Shyamali Banerjee, JD
3. Events & Seminars:  
Mr Nihar Lakhia, JD

## THE FOLLOWING MEMBERS WERE PRESENT AT THE MEETING

### CONVENOR

1. Mr Khalid Khan  
Foreign Trade Policy
2. Mr Paresh Mehta, Customs, Excise & Service Tax
3. Mr Rajeev Chitalia  
RBI & Banking
4. Mr J.B. Jain  
Seminar and Events

### SUB COMMITTEE MEMBERS FOREIGN TRADE POLICY

1. Mr K.M. Shah
2. Mr Ashutosh Verma
3. Mr Navnit Choudhary
4. Mr Jayesh Shah
5. Mr Anil Agarwal

### CUSTOMS, EXCISE & SERVICE TAX

1. Mr Murali Iyer
2. Mr Paresh Mehta

### RBI & BANKING

1. Mr Yogendra Thakkar

### SEMINAR & EVENTS

1. Mr Manish Sheth
2. Mr Rajesh Bhatia

### SECRETARIAT

1. Mr Rajesh Bhatia, Director
2. Mr Shyamali Banerjee, JD
3. Mr Nihar Lakhia, JD