

Finding overseas buyers, and products to suit them



LEFT: Mr Khalid Khan, Member, Managing Committee, FIEO addressing the gathering. On the dais from left, Mr Chandorikar, General Manager of DIC, Thane; Mr Dharmu Vanjani, Chairman, Foreign Trade Committee, TSSIA, Thane; Mr M R Khambete, President, TSSIA, Thane; and Mr Mihir Shah, Faculty. RIGHT: A view of the audience.

FIEO in association with the Thane Small Scale Industries Association (TSSIA) organized a workshop on "How to Tap Overseas Buyers" on June 7, 2012 at Thane.

Over 50 participants representing different companies dealing in various product groups participated in the workshop. The main objective of the seminar was to educate the participants to focus on various techniques to identify overseas buyers and get acquainted with the rules to be followed by each and every exporter.

Mr Khalid Khan, Managing Committee Member, FIEO, was the chief guest. He briefed the participants about FIEO and its activities, and informed the participants that the Federation has been representing the suggestions/issues of members with various departments such as Customs / Excise / Service Tax / Jt / DGFT / Ports / Banks and ECGC in order to streamline and facilitate exports from the country. He added that the workshops and awareness programmes that are being conducted in different cities of the region have been receiving positive response from members.

The exporting community has been making all-out efforts, and in spite of the various hurdles they face in their day to day business, they have been able to achieve the \$303.75 billion export target during 2011-12.

Mr Dharmu Vanjani, Chairman, Foreign Trade Committee, TSSAI, briefed the participants about the services of the Association and requested the members of TSSIA to become the members of the Federation. He requested the participants to take advantage of the informative workshop and understand the applicable benefits. He also requested FIEO to organize more such seminars in Thane.

Mr M.R. Khambete, President, TSSIA, also addressed the gathering.

Mr Anshumal Pandey, VP-Head Commercial Banking Specialist (West), CitiBank, gave a detailed presentation covering export credit and currency risk management.

The expert speaker Mr Mihir Shah explained why companies must export, what to export and where to export and gave a detailed presentation

on the subject.

Mr Shah also briefed the participants on the highlights of the Foreign Trade Policy which was released on June 5, 2012. The participants were issued certificates of participation.

Mrs Padma Murthy, Asstt Director, FIEO (Western Region) proposed the vote of thanks. ■

Attention FIEO Members!!!

Download the FIEO logo from the Members Area on the FIEO website www.fieo.org and place it on your company website to further enhance image in the international market. The FIEO logo when clicked on your website will display your particulars and also a certificate of your registration as per the record available with FIEO. Write to csom@fieo.org in case of any assistance.