

ALL MEMBERS
ASSOCIATION MEMBERS
Kind Attn: Manager (Personnel/HRD/Trg.)

Workshop on
**Managing Security, Regulatory &
Global Compliances - Exim Trade**

12 April 2019

Under the PHD-KAS Cooperation Project, PHD Chamber is organising a Workshop on '**Managing Security, Regulatory and Global Compliances - Exim Trade**' on **12 April 2019** at PHD House, New Delhi. The details are as under:

Day & Date	:	Friday, 12 April 2019
Time	:	9.30 a.m. - 5.00 p.m.
Venue	:	PHD House, New Delhi
Fee	:	Rs.750/- per participant
No. of Seats	:	25 (first-come-first served basis)

INTRODUCTION:

Bolstered by the measures taken by the government to help exports in the aftermath of world recession of 2008, India's export growth in few years reached an all time high since independence of 40.5 percent. Still the share of manufacturing exports fell drastically in 2011-12 and further in 2012-13 mainly due to fall in share of traditional items like textiles, leather and leather products and gems and jewellery. In terms of markets, our share of manufactured goods in India's exports to the USA has fallen from 89.1% to 74.2% during this period. Few major sectors hit includes textiles, gems and jewelry , organic chemicals, glass and glassware, electrical and electronic items considering the fact that USA has traditionally been a prominent market for India for these items. Similar is the decline of our share of textiles and readymade garments, gems & jewelry and similar manufactured exports in the EU markets.

Why is this happening?

Indian exporters have been facing tough competition in US and EU market with countries including China which captures almost 19.5% share of total US imports as compared to India which accounts for only 1.6% share. Other competing countries include Venezuela, Nigeria, South East Asia, Peru, Argentina, Algeria and SAARC countries including Pakistan and Bangladesh. These sectors include China, Pakistan, Bangladesh and Thailand for textiles; China, Thailand, Argentina and Vietnam for iron and steel products; Argentina, Vietnam, Indonesia and Nicaragua for most of the processed food items etc.

Is there any way out?

With consumers demanding more and more information on the products they buy, importing countries put in place more regulations. Even though these regulations do not necessarily have trade policy objectives, they may impact on Indian exporting companies. The relative importance of NTMs is also on the rise, following a steady decline of the overall level of applied tariffs. Also in light of various WTO agreements

and initiatives taken by India towards signing of various regional and bilateral trading agreements, it does make sense for Indian exporters to consider diversifying from the traditional markets of USA, EU and Japan etc to new emerging economies including LAC, Africa, ASEAN etc. However, to enter into these markets, it is important to have a proper understanding of the import regulations prevailing in these markets. The majority of the recent trade agreements also include NTM provisions.

OBJECTIVE:

The objective of the programme is to

- Know the importance of security compliances in International trade
- Get to know various agreements and what their outcomes
- Advantages accruing to the trade on meeting these security compliances
- Gaining knowledge on the liability aspect, if compliances not adhered to

PROGRAMME COVERAGE:

The topics are a mix of 'Logistics Security Compliance' and 'Ports & Customs Security Compliance.'

- Logistics Overview
- Logistics Performance Index (India & International : Comparison, Findings & The Way Ahead)
- 9/11 Framework Agreement
- ISPS (International Ship & Port Facility Security)
- SOLAS (Safety of Life at Sea)
- IPR Compliance at Customs
- Documentation Compliance
- Waste Marine Pollution Compliance (MARPOL)& Greenhouse Gas Emissions

PEDAGOGY

The pedagogy will be highly interactive and will involve a mix of lecture, discussions, case studies and experiential learning.

FOR WHOM:

Managers and Executives in MNC's, Export & Import Organisations, MSMEs who are in exports, Buying Houses, Shipping, Freight Forwarding, who want to enhance their knowledge about security compliances in International trade and equip themselves with the intricacies to gain that extra edge.

It will also be helpful to those organizations who intend to enter export markets. This would assist all concerned to be aware of the pitfalls and be able to not only render error free exports to their customers but also have operational clarity and in communicating same to their clients, an aspect often ignored and neglected.

FACULTY:

Prof. Ashok Advani, Visiting Professor, IIFT & Jaipuria Institute of Management, Noida

Prof. Ashok Advani has 40 years of Industry experience mainly in Shipping, Logistics, Project Cargo Transportation, Air Cargo and related areas. He has worked in organizations such as Mackinnon Mackenzie, J M Baxi & Co, CMB Transport [currently known as Safmarine and now a part of Maersk (A P Moller Group)], China Shipping and

Omega Global Logistics [currently known as 20Cube Logistics]. He has now with Jaipuria Institute of Management as an adjunct faculty. He currently teaches Logistics Management and International Business in the current trimesters to second year students of operations and IB specializations (PGDM courses). He is also a qualified lead assessor. He was also the Vice President of NISAA (North India Steamers Agents Association) and is a life member of CIT (Chartered institute of Transport), London.

REGISTRATION:

The attached Registration Form may kindly be duly filled in and sent to the Programme Director, PHD-KAS Project **latest by 10th April 2019**. **Registration fee, by way of Cash / Cheque or Demand Draft, should be made in favour of 'PHD Chamber of Commerce & Industry, payable at New Delhi.** Candidates sponsored by members of PHD Chamber would be charged Registration fee of Rs.700/- per participant. Fee includes Study material, Lunch, Refreshments etc.

**(CM Krishna)
Honorary Advisor**

Encl: as above