

EPC BULLETIN

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(An Inhouse
Journal for
EPC members)



Estd 1924
Tamilnadu Chamber of
Commerce & Industry



K. THIRUPATHI RAJAN
Chairman, EPC

It is my privilege to share my knowledge and ideas on India's role in global trade. There is a greater need and responsibility to educate the aspiring entrepreneurs to explore more opportunities in export business.

The Govt. of India aims to increase India's export trade to about USD 900 billion. In order to achieve this target we should encourage more entrepreneurs to foray into the export trade business. Export Promotion Centre is happy to have offered 10 years of service to the Export

Community by giving guidance and training them to identify the products and markets in foreign trade.

As we know India is having a trade deficit, we should encourage all the initiatives to make India a trade surplus country. As per Foreign Trade Policy 2015-20, the government aims to increase India's export of merchandise and services to about USD 900 billion and to raise India's share in world exports (goods and services) from 2% to 3.5%".

On the eve of EPC's 10th year of service we are happy to launch a newsletter which will cover the activities of EPC in six chapters Madurai, Salem, Erode, Coimbatore, Chennai and Hosur. The newsletter will guide EPC members and aspiring entrepreneurs to join the initiative to make India a Trade Surplus Country.



EXPORT PROMOTION CENTRE

திரை கடலோடியும் திரவியம் தேடு

About EPC

The idea of constituting a trust named, Tamil nadu Chamber Foundation was created by Thiru.S.Rethinavelu, Chairman – Tamil nadu Chamber Foundation and Senior President of Tamil nadu Chamber of Commerce and Industry, Thiru.N.Jegatheesan, President of TNCCI and Treasurer of Tamil nadu Chamber Foundation and Thiru.V. Neethi Mohan, Managing Trustee of Tamil nadu Chamber Foundation and Managing Director of Vaighai Agro Products. It was registered under Trust Act at Madurai on 12th September 2011 to run several fora viz., YES (Young Entrepreneur School), EPC (Export promotion Centre), Digit All, SHARP, WE (Women Entrepreneurs), ChaAt (Chamber Arbitration Tribunal), Save to be saved etc., and also conduct special motivational and skill development programme for the growth of Young Entrepreneurs from different trade and industry.

The Export Promotion Centre was established in the year 2010 by TN Chamber of Commerce and Industry and run by TN Chamber Foundation with the objective of encouraging export development and promote the attention of Small and large-scale exporters in South Tamil nadu region.

This forum has converted many small merchants, manufacturers, retired officials and housewives, who have passion towards export, as successful exporters by teaching them the nitty-gritty of export trade with well structured classes.

The members are clustered into groups like Agri & Food, Handicraft, Textile, Coir, Stone and Engineering to discuss the export related issues among themselves and find solutions with the guidance of experts.

SCAN HERE
& VISIT OUR



www.epcindia.org



HOSUR

12.10.19



COIMBATORE

22.10.19



CHENNAI

22.10.19



SALEM

17.10.19

UPCOMING EPC PROGRAM SCHEDULE

CHAPTER	Date	Topic	Speaker
Madurai	6.11.19	Gold Card Scheme and Trade Finance	Ms. Selvanayagi Deputy Director FIEO
Salem	9.11.19	Export Negotiation Skills	Mr. K. Thirupathi Rajan Chairman
Erode	9.11.19	Export Documentation	Mr. S.Ramakrishnan Vice Chairman
Hosur	16.11.19	Export Negotiation Skills	Mr.Venkataraman Founder - Freighclub.in
Chennai	23.11.19	Export Negotiation Skills	Mr. G.Rajamurthy Vice Chairman
Coimbatore	26.11.19	Export Costing	Mr.Venkataraman Founder - Freighclub.in



ERODE

21.10.19



MADURAI

04.10.19

EPC SUMMIT 2019 ON December 21st

Export Promotion Centre, a forum of Tamilnadu Chamber Foundation supported by Tamilnadu Chamber of Commerce and Industry, the second largest Chamber of Commerce in India was established in the year 2010 and have six chapters across Tamilnadu - Madurai, Chennai, Coimbatore, Salem, Erode and Hosur.

Export Promotion Centre is organising “VIBRANT TAMILNADU EXPORT SUMMIT 2019” at World Tamil Sangam on 21st December 2019 , 9am to 6 pm. Chief Guest Mr. Tarun Vijay – Ex. MP – BJP.

The main objective of EPC is to develop Foreign trade in Tamilnadu and to promote Small and Medium exporters thereby enhancing their export trade knowledge and elevate their business into International markets in a sustainable way. We have trained 2000+ aspiring exporters and created 250 + exporters in the span of 10 years.



EPC Export Summit convener Mr. Sundar Rajasekaran(1st from Right) invited to Mr. Tarun Vijay - Ex. MP - BJP(2nd from Right) for Chief Guest.

INCOTERMS® 2020 RULES											
CHART OF RESPONSIBILITIES AND TRANSFER OF RISK											
	Any Transit Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Transfer of Risk	At Buyers Disposal	On Buyers Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
Charges/Fees											
Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/ Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty, Taxes & Security Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Import Duty, Taxes & Security Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

COLLEGE CONNECT - Initiatives

EPC have committed themselves to support the student community across Tamil Nadu and India to share the knowledge and wisdom to the next generation. The student outreach program is named as COLLEGE CONNECT EPC along with associated colleges intend to impart skills and training to the students in export and export related subjects and to collaborate on a NON PROFIT motive for the benefit of the students to take up International Business and Export Career.

The main objective of collegeconnect is knowledge sharing among student community and shall educate the students on various topics which includes export basics, export product selection, export costing, e-commerce, logistics, export finance ,documentation,insurance and export model canvas. EPC wil implement College Connect in various colleges by training programs,workshops,monthly meetings which will organised in colleges



Our Vice Chairman **Mr. Rajamurthy**(3rd from right) conducted one day workshop on documentation at PSG Arts College, Coimbatore with EPC Coimbatore OB's

ELITE EPC

EPC have played a big role in educating small and medium enterprises to foray into export business.With 10 years of service to the entrepreneurs and aspiring exporters the core committee of EPC have decided to launch Elite EPC. The existing members of EPC with more than 3 years of membership and successful exporters can join Elite EPC.

EPC have always believed in educating the budding exporters by educating them on various topics which includes product selection,documentation ,logistics,Insurance .Elite EPC members will be given value added sessions on export trade and will guide them to acheive their export dreams. A knowlege session or workshop will be held once in three months fot the Elite epc members.

CLUSTER ACTIVITIES

AGRO & FOODS

This Cluster will have the members those who want to Export Agro & Food products to the international market. All the cluster activities will be focused to promote Agro & Food products exports. This cluster shall join hands with Govt. promotional councils like APEDA, TEA Board, COFFEE Board, MPEDA and IOPEPC for events and activities. India is one of the largest producers of agricultural products in the world and second in terms of total food production globally.

COIR

This Cluster will have the members those who want to Export Coir Products. All the cluster activities will be focused to promote Coir products export. They shall plan activities with Coir Export Promotion board- Coir Board. India is the largest producer of Coir in the world and one of the leading Exporters of Coir Pith and allied products.

HANDICRAFTS

This Cluster will have the members those who want to Export different types of Handicraft products. This cluster activity will be focused to promote Handicraft products export. This cluster can join hands with Export Promotion Council for Handicrafts (EPCH) for cluster activities.A few years back, Handicrafts has seen a fall in Exports, but thanks to the initiatives taken by Export Promotion Council for Handicrafts that has brought a significant rise in Exports.

ENGINEERING

This Cluster will have the members those who want to Export different types of Engineering products. The cluster activities will be focused to promote Engineering product exports.

This cluster can join hand with Engineering Export Promotion Council (EEPC) for cluster activities.Tamilnadu is one of the major manufacturing and export centres in Industries like Automobile, Steel and Industrial Machineries.

TEXTILES

This Cluster will have the members those who want to Export different types of Textile products. The cluster activities will be focused to promote Textile products export.

STONES & GRANITES

This Cluster will have the members those who want to sell Stone / Granite products to the International Market. All the cluster activities will be focused to promote Stone / Granite exports. This cluster can join hands with Chemical and Allied Export Promotion Council (CAPEXIL) for cluster activities. India's granite resource accounts for 15% of world's granite production. The last 10 years has seen an increase in export of granite and natural stones.