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Dear Member,

As all of you know a nation that exports more will achieve more growth, national development, stimulate greater economic activity and grow stronger. The stronger a nation is, the more recognition and respect it will earn in the committee of nations. Recognising this the Central Government, in its trade policy seeks to double India's percentage share of global merchandise trade by 2008-09 and to promote trade to act as an effective instrument of economic growth by giving a thrust to employment generation. The trade policy envisages, business and industry as its partners in achieving these objectives.

In pursuance of the said objectives FAPCCI organized a 3-Day training programme on 'Exports' from 12.09.2007 to 14.09.2007. Around seventy regular and prospective exporters - importers attended the training programme. One-day Seminar on 'Export Produce and Documentation' was organized on 19.09.2007 at Guntur. About 45 exporters participated in the workshop.

Officials from RBI, SBI, Export-Import Bank, Export Credit Guarantee Corporation of India Ltd., Customs and Central Excise and Others from specialized fields of international trade addressed and interacted with the participants. The programmes to a large extent created greater awareness and provided effective inputs on the advanced and critical aspects of exports-imports. A few significant areas covered in the workshops were:

- Export promotional measures, schemes and incentives.
- Legal framework of India's foreign trade.
- Export finance - pre and post shipment credit.
- Methods of payments
- Foreign Exchange Regulations for exports.
- Support services for exports.
- Export credit insurance
- Export factoring and forfeiting.
- Cultural barriers in international trade.

The feedback rates the Quality of workshops high and useful. The Federation proposes to organize such programmes in II tier and III tier towns of the State in the days to come seeking to augment exports. I thank ABN-AMRO and Andhra Bank for their support.

Thanking you for your cooperation

Atluri Subba Rao