



World Trade Centre Jaipur, E-Newsletter

Connecting Global Trade

Volume I, Issue I, January - April 2018

From the Director's Desk

The complexity in global trade has further increased with the rise in global value chains, which includes the people and activities involved in the production of goods and services and its supply distribution and post sales activities, encompassing operations at global level.

In this context, the present businessman is facing many challenges to run his business and to make it successful. One of them is to have access to reliable trade information.

At World Trade Centre, Jaipur we are attempting to help promote the businesses from the local platform to a global one. The inception of World Trade Centre at Jaipur is a step towards reaching out to the business community of the State of Rajasthan by extending our services to them, to motivate them to the path of international business, be it agriculture, manufacturing or services.

We thank our existing members who not only have supported us time and again but also have been a great source of encouragement for us in this endeavour.

It is my great pleasure to announce the launch of a quarterly E-Newsletter of World Trade Centre Jaipur, "Connecting Global Trade" which aims to provide you with useful and timely information about the programmes which were organized by WTC Jaipur, as well as to highlight some of the key cultural events in the State and a story of a successful entrepreneur. I am sure the E-Newsletter will be a source of fruitful reading to you.

Thank you.

Y. R. Warekar

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Activities January 2018

Session on How to Export

World Trade Centre Jaipur in association with Jt. DGFT office and Shabri Farms and Dairy, Sawai Madhopur conducted a session on “How to Exports” in the agrarian capital of Rajasthan, Sawai Madhopur. Falling under the Bharatpur Divisional Commissionerate, the district is near to Ranthambore National Park, a UNESCO World Heritage Site and Ranthambore Fort.

Speaking to an audience of more than 100 agriculturist , new entrepreneurs of guava, organic food, and dairy products , Mr. Virendra Singh, I.T.S., Joint DGFT spoke on the basics required to export these products from the district. The event was further graced by the presence of Mr. K.C.Verma, I.A.S., District Collector, Sawai Madhopur, who discussed with the participants on the importance of collective farming and procedures of improvements in agricultural practices to boost productivity. Mr. K.C.Verma, said “ PPPs could help bring cutting-edge technologies and approaches to India’s agricultural sector.....[More details](#)



In the pic (left to right): Mr. Mr. Virendra Singh, I.T.S., Joint DGFT, Jaipur, Mr. K.C.Verma, I.A.S., District Collector, Sawai Madhopur and Mr. Navneet Agarwal Asst. Director- Trade Promotion, WTC Jaipur

Activities January 2018

Session on review of Foreign Trade Policy 2015-20

World Trade Centre Jaipur in association with Jt. DGFT office and Bhilwara Textile Trade Federation organized a session on Mid Term Review of Foreign Trade Policy 2015-20.

Addressing the gathering, Mr. Virendra Singh, I.T.S., Joint DGFT said, the long awaited mid-term review of the Foreign Trade Policy 2015-20 was released by the government focuses on expanding market, alignment with GST, data analytics backed policy intervention and trade facilitation with specific emphasis on MSME and labour intensive sectors. In the amendment policy Merchandise Exports from India Scheme (MEIS) Incentive increased by two percent for major sectors viz., leather, agriculture, carpets, hand tools, handloom, handicrafts, medical and scientific products and telecom equipment/ components etc. Service Exports from India Scheme (SEIS) Incentive increased by two percent for eligible services for exports effected from 01 November 2017....

[More details](#)



In the pic: (left to right) Joint DGFT Mr. Virendra Singh addressing the participants and Mr. Navneet Agarwal, Asst. Director- Trade Promotion, WTC Jaipur

Activities February 2018

Session on ZED Certification

WTC Jaipur associated with MSME Development Institute, Jaipur for organizing an awareness programme on ZED certification at Jaipur on 16th February, 2018 at Hotel Souvenir Premier, Jaipur.

The chief guest to the program was Mr. Sudhir Garg, Joint Secretary, MSME, Ministry of MSME, New Delhi and the program was further graced by the kind presence of Mr. M. K. Saraswat, Director, MSME, Jaipur. The program was attended by more than 120 participants.

Mr. Sudhir Garg said “ The Government of India has launched ZED rating scheme on Zero Defect Zero Effect manufacturing concept to ensure profits through efficient manufacturing and to support make in India initiative. Under the scheme, financial support will be provided to MSMEs for obtaining the ZED accreditation, assessment & rating/re-rating and additional rating for defence supplies i.e. ZED-Defence.”

Mr. Saraswat was keen to explain “ZED rating system is not merely a certification but also gives an opportunity for progressive improvement through implementation and assessments so that International Customers, Foreign Direct Investors and Society may put their confidence in ZED recognized organizations and customers to identify products & services with the “ZED mark”. The foreign companies, CPSUs and OEMs may source their components/ services from ZED recognized MSMEs and through E-Commerce platform.”

Mr. Saraswat further added “After ZED assessment by adoption of required tools, MSMEs can reduce wastages substantially, increase productivity, expand their market as IOPs, become vendors to CPSUs, have more IPRs, develop quality products and processes etc.”....[More details](#)



In the pic: (left to right) Mr. Navneet Agarwal, Asst Director – Trade Promotion, WTC Jaipur with Mr. M. K. Saraswat, Director, MSME, Jaipur

Activities February 2018

Session on Union Budget 2018-19 and e-way bill

WTC Jaipur in association with Axis Bank State office Jaipur conducted a session on Union Budget 2018-19 and e-way bill at State office conference room, Axis Bank , Jaipur .

Mr. Amit Kumar Vice President & Circle Head , Axis Bank Jaipur , Mr. Rajesh Gupta, Asst. Vice President , Banking Transactions and Mr. Pulkit Khandelwal, Partner, Khandelwal & Associates, Jaipur shared their expert views with more than 50 participants comprising exporters and academicians.

Mr. Pulkit Khandelwal said, “Finance Minister Arun Jaitley presents general Budget 2018-19 in Parliament. Budget guided by mission to strengthen agriculture, rural development, health, education, employment, MSME and infrastructure sectors. MSP for all unannounced kharif crops will be one and half times of their production cost like majority of rabi crops: Institutional Farm Credit raised to 11 lakh crore in 2018-19 from 8.5 lakh crore in 2014-15. 22,000 rural haats to be developed and upgraded into Gramin Agricultural Markets to protect the interests of 86% small and marginal farmers.

“Operation Greens” launched to address price fluctuations in potato, tomato and onion for benefit of farmers and consumers. Two New Funds of Rs10,000 crore announced for Fisheries and Animal Husbandry sectors; Re-structured National Bamboo Mission gets Rs.1290 crore. Loans to Women Self Help Groups will increase to Rs.75,000 crore in 2019 from 42,500 crore last year.”...[More details](#)



in the pic : (second from left) : Mr Amit Kumar, Vice President , Axis Bank , Jaipur Circle office addressing the participants

Activities February 2018

Interactive meeting with Honorary Consulate General of Poland

WTC Jaipur officials interacted with department delegation from Poland to attend Global Economic Summit 2018 led by Mr. Kartike Johri , Honorary Consulate General of Poland , Government of India at World Trade Centre Mumbai on 22nd February 2018.

Mr. Navneet Agarwal, Asst. Director- Trade Promotion, World Trade Centre Jaipur, shared with Mr. Johri about various export focused events that Jaipur has been organizing with Joint Director General of foreign Trade , Jaipur, Department of Tourism and various Industrial Associations to ensure steady support to new entrants in exports and startups. It was also pointed out by Mr. Johri during the meeting that exports of furniture and art and handicrafts from Jodhpur, Rajasthan to Poland, has seen risen in times and if supported can result in greater exports from the state, generating employment as well.

Mr. Navneet also extended an invite to Mr. Johri to visit Rajasthan with their department delegation to interact with Government officials and exporter fraternity.



Mr. Kartike Johri, Honorary Consulate General to Poland, Government of India (Extreme right)

Activities March 2018

Seminar on “Intersection of Export Marketing, Trade Finance & e-Way Bills ”

WTC Jaipur in association with Amity Business School hosted a seminar on Intersection of Export Marketing, Trade Finance & e-Way Bills at Amity University, Jaipur.

Mr Kishan Gupta from Gravita India Ltd, one the largest lead producers in India threw light upon the challenges in International Marketing and shared the success journey of Gravita India to become leading player globally in Lead & Lead Products with environment friendly processes. Mr Gupta stressed upon the active role and policy support the government of India offers for the sector they operate in and motivated the students to start their export venture.

Mr. Pulkit Khandelwal a Chartered Accountant by profession explained GST, its implications on business, crucial aspects and forthcoming requirement of e-way bills.

Professor (Dr) Arun Patil, Pro Vice-Chancellor and Pro President of Amity University Rajasthan, India, who prior to this, Director of Postgraduate Coursework Studies and Director of Deakin Engineering Education Research (DEER) in the School of Engineering, Deakin University, Australia chaired the seminar . Mr Patil said “Amity university imparts modern, practical and research-based courses whose goal is to make the students industry-ready. Case studies, industry projects, presentations, research work and role-play form an integral part of a student's tenure at Amity.”



Professor (Dr) Arun Patil, Pro Vice-Chancellor and Pro President of Amity University Rajasthan addressing the participants.

Activities March 2018

WTC Jaipur participates in Exhibition Showcase Awards 2018

Officials from WTC Jaipur participated in Exhibition Showcase Awards 2018 organized at India Expo Mart, Greater Noida .

Earlier, the first Exhibition Excellence Awards held on 23 Jan, 2016 witnessed great participation from the industry. The event was supported by Ministry of Skill Development & NSIC, Indian Exhibition Industry Association, Indian Exhibition Services Association and Indian Industries Association.

The 2nd Exhibition Excellence Awards supported by UFI, IEIA, ICPB, IESA, IIA, PIOCCI & ASME were attended by professionals across length & breadth of India & were immensely successful in promoting the champions of Indian Exhibition Industry.

This year, The Exhibition Excellence Awards have established into a mega initiative for industry and the EEA 2018 hosted domestic and international exhibitions to compete in various categories .The idea behind this event was to promote and glorify Exhibition & Convention Industry.

The Event was well covered in national & trade media and is a genuine effort to recognize the hard work of Exhibition fraternity and honour its true champions.

MVIRDC World Trade Centre Mumbai won the prestigious award for corporate excellence for the best corporate and innovative practices in the exhibition industry.



Mr Navneet Agarwal , WTC Jaipur at the Exhibition Excellence Awards 2018, Greater Noida

Know the Entrepreneur

Gravita India... Jaipur's leading exporter..the story unfolds



Mr. Rajat Agrawal
Chairman

Rajat Agrawal, a first generation entrepreneur, with over 24 years of rich experience in the manufacturing sector established GRAVITA India in 1992, having its headquarters at Jaipur, which went on to become one of the largest recyclers of non-ferrous metals in India.

GRAVITA is anchored by around 250 forward looking professionals and employees more than 1000 people. GRAVITA, today has diversified into Manufacturing, International Trade, Turnkey Solutions in nonferrous metals, Plastics industry and in Information Technology. It has its offices and plants in India, USA, Singapore, Netherland, Srilanka, Ghana, Mozambique, Senegal, Tanzania, Jamaica, Mali, Mauritania, and Nicaragua.

The chairman, strong believer in innovation, research and development, has made significant investments towards the same, especially in the field of sustainable recycling, to ensure that green technologies are developed and deployed throughout the world and this can be seen in 50+ turnkey solutions operating successfully both in third world countries and developed economies.

Rajat, also believes that learning is a continuous process and takes times from his strenuous schedule to attend seminars and training programs. He is currently pursuing OPM from Harvard University as part of his continuous self-development.

Major Milestones....

1992-93: Started business of welding technology and powder metallurgy of surface coatings

1994-95: Established an environment friendly recycling Unit to produce re-melted lead and poly propylene chips with capacity of 600 MT

1996-97: Diversified with forward integration for manufacturing of Pure Lead

1997-98: Started manufacturing of Grey oxide, Red Lead and Litharge

2000-01: Navam Lanka Ltd, An Eco-friendly Lead and Lead Alloys manufacturing Unit at Sri Lanka

2002-03: Incorporated Gravita Exim Limited a company dealing in turnkey solutions for Lead processing plants

2006-07: First Overseas Venture by establishing a manufacturing unit at Ghana

2007-08: Establish two more manufacturing unit at Mozambique and Senegal to increase the production capacity in overseas.

2010-11: Initial Public Issue with Listing of its Shares on NSE & BSE on 16th November 2010

2011-12: Established world class fabrication facility for manufacturing of Plant & Machinery at Mahindra SEZ, Jaipur in March 2011.

Acquired Two Lead production Plants in the State of J & K in 2011.

Listed in BSE-500 Index.

2012-13: Manufacturing Unit in Gujarat, India.

Incorporated Companies in Nicaragua and Trinidad & Tobago

2013-14: Expansion of manufacturing unit in Phagi, Jaipur to produce Value added products i.e. Lead Sheets, Lead Powder & Lead balls etc.

2015-16: Manufacturing Unit at Managua, Nicaragua
Aluminum Recycling unit at Jaipur

2016-17: Lead Recycling Unit at Chittoor, Andhra Pradesh

2017-18: PET Recycling Unit at Jamaica

Cultural Highlights

Makar Sankranti (January 14, 2018)

Makar Sankranti is one of the most auspicious occasions for the Hindus, and is celebrated in almost all parts of the country in myriad cultural forms, with great devotion, fervor and gaiety. It is a harvest festival. Makar Sankranti is perhaps the only Indian festival whose date always falls on the same day every year on the 14th of January (with just a few exceptions when it is celebrated either on 13th or 15th of January)



Jaisalmer Desert Festival (January 29-31, 2018)



Jaisalmer Desert Festival is all about camel races, polo matches, puppeteers, jugglers, men with long mustache, turban tying competitions, locals dressed in colorful traditional dresses, etc. It's a complete bundle of fun for all three days. This exuberant festival of Jaisalmer is generally held in the end of January or in the beginning of February every year in the sand dunes of Sam, which is 42km away from Jaisalmer. The major attraction of Jaisalmer Desert Festival is the culture and tradition that has been followed in Rajasthan for all these years and to give it an extra edge, Jaisalmer Fort is selected as the backdrop of the fest.

Holi (march first week)

Holi or the Festival of Colors, falls on the full moon day of the Phalgun month. It is also the first festival in the Hindu calendar and commemorates fertility and good harvest. This year, Holi was celebrated on March 02. Holi is regarded as one of the most ancient festival of the Aryans, who have been honorably mentioned in our old Sanskrit texts like Garud Puran and Dashakumar Charit.



Upcoming Events

Drafting Clearer Contracts

17th May 2018, Standard Club, Chicago, USA

The Drafting Clearer Contracts, organized by the Thomson Reuters will take place on 17th May 2018 at the Standard Club in Chicago, United States Of America. This conference includes law firm attorneys, corporate counsel, contract managers and paralegals in law firms & corporations. The event aims to improve the team's contract drafting skills through interactive learning, save the company time in drafting and negotiating, reduce the risk of potential disputes & lawsuits, and learn ways of expressing contract terms free of redundancies, ambiguities and other problems that plague traditional contract language. [More details](#)

Financial Data Analysis

27th– 31st May 2018 Dubai

The Financial Data Analysis Dubai will provide a platform to learn how to understand the content of, and relationships between, financial statements, understand discounted cash flow (DCF) techniques and their application to financial decision-making, identify sources of financial and business data that provide insights into business and financial strategies, and enhance personal networks of similarly minded high potential personnel. [More details](#)

Stone Tec

13th-16th June 2018, Germany

"International Trade Fair Natural Stone and Stone Processing."

Stone Tec is a 4 day event being held from at the Nuremberg Exhibition Centre in Nuremberg, Germany. This event showcases products like focus on the natural stone sector in Germany, Austria, Switzerland and the neighboring countries and an extensive spectrum of products in the segments of natural stone, technology and gravestones etc. in the Gems & Jewelry, Natural Stones industries. [More details](#)

Contact us:



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