



**Asian Exporters'**  
Chamber of Commerce  
And Industry

**SOURCING ENTERPRISE**

**AECCI**

# Newsletter

AECCI QUARTERLY BRIEF (JANUARY TO MARCH 2018)

## HIGHLIGHTS

Message from Chairman

Industry News

Notifications

Recent & Upcoming Events

Member's Column

AECCI Wings & Sponsors



**Zaheer Bukhari**  
Board Chairman

### Message from the Chairman's Message

**Dear Esteemed Members,**

Greetings on behalf of AECCI board & Team!!!

I would like to give my heartfelt wishes to all our members as we start another financial year 2019-20. Previous year for AECCI closed with the most awaited certification from Govt. of India. With great pleasure I share with you that AECCI is now officially authorised by Ministry of Commerce, Govt. of India to issue certificate of origin (NP) and with this we are able to serve all our members with certificate of origin (non-Preferential) and VISA recommendation letter.

Other major achievement of AECCI in New Financial year is publishing our Annual-Magazine Global Perspective 2017-18. AECCI has tried to augment the magazine with complete trade related information of Asian countries. Copies of Magazine would be soon available at Chamber's counter.

With full enthusiasm we are fully focussed to provide our members with best services. Planning and execution for various events and activities for you all is the top agenda for this year. We encourage our members to take active participation in chamber's activities and invite the non-members to join AECCI and explore the services and various benefits. We are sure that continued support from our members and extra ordinary efforts by the chamber will make us to achieve the new sets of challenges and goals.

## EDITOR



**Swarn Lata**

**Executive Director**

B.Com, MBA (Marketing & Finance)  
PGD in Human Resource Mgmt.

# INDUSTRY- NEWS

## AECCI NEWS CENTRE

**03.01.2018:** Cabinet Committee on Economic Affairs has approved the extension of norms for mandatory packaging of food grains and sugar in Jute Materials for the Jute Year 2017-18.

**26.01.2018:** Govt. of India has enhanced the all industry rates of duty drawback rates on 102 items to make Indian exports more competitive.

**30.01.2018:** Iran has ended the seasonal import ban on rice imports in November, and started registration for rice imports, starting from January 21 till June 21.

**01.02.2018:** Finance Ministry doubled the import duty to 5 per cent, from 2.5 per cent on cut and polished diamonds, coloured gemstones and lab-grown diamonds including half-cut and broken pieces.

**01.02.2018:** In the union budget 2018-19, Finance Minister Mr. Arun Jaitley raised special package by 19 per cent to Rs 71.48 billion from Rs 60 billion announced in 2016 for apparel sector to boost exports.

**03.02.2018:** Commerce Ministry has removed the requirement of minimum export price (MEP) on onions. The notification issued by the Directorate General of Foreign Trade is expected to reduce the volatility in onion prices in the country.

**19.02.2018:** Food Safety and Standards Authority of India (FSSAI) has operationalized the Food Safety and Standards (Licensing and Registration of Food Business) Amendment Regulations, 2018.

**03.03.2018:** Import duty on chickpea has been increased by government from 40 per cent to 60 per cent to protect the interest of domestic farmers.

**07.03.2018:** India has imposed fresh restrictions on trade with North Korea in line with the restrictions imposed by the United Nations. According to a notification by the DGFT, "supply, sale, transfer or export" of crude oil will be subjected to the restrictions imposed by the UN Security Council (UNSC).

**14.03.2018:** Through a notification on March 13, DGFT has deleted the provision on Irrevocable Letter of Credit from Para 2.86 of Handbook of Procedure (2015-20).

**21.03.2018:** Import of pepper below the minimum import price of Rs.500/kg, is prohibited by the govt. through a notification issued by Directorate General of Foreign Trade

**22.03.2018:** Through a notice issued by the Central Drugs Standard Control Organization (CDSCO), government of India announced that all pharmaceutical companies can exports drugs and medical devices without obtaining any sort of clearance from drug regulatory authority.

**28.03.2018:** Through a notification Directorate General of Foreign Trade (DGFT) has removed port restriction for import of apples covered under Code 08081000. These restrictions were introduced as a form of non-tariff barrier to protect Indian producers.

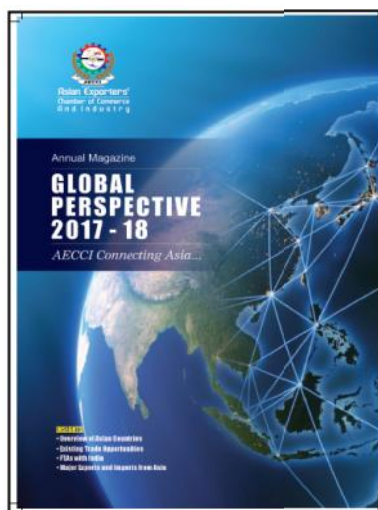
(Source: Various News Papers)

# NOTIFICATIONS

## DGFT/CUSTOMS NOTIFICATIONS (JANUARY TO MARCH 2018)

Notification/Circulars/ Public Notice No.	Date	Title
17/2018-Customs (ADD)	27-03-18	seeks to impose anti-dumping duty on Veneered Engineered Wooden Flooring, originating in or exported from China PR, Malaysia, Indonesia and the European Union.
32/2018-Customs	23-03-18	seeks to further amend notification No. 50/2017-Customs so as to reduce BCD from 10% to 5% on Opencell(15.6" and above) of LCD/LED TV panels.
33/2018-Customs	23-03-18	Seeks to Amend notification No 52/2003- Customs dated 31.03.2003 for extending exemption from IGST and compensation cess to EOUs on imports till 01.10.2018.
66/2015-2020 (DGFT)	21-03-18	Merchandise Exports from India Scheme (MEIS) benefit for Bengal-gram under ITC(HS) code 07132000 upto 20.06.2018
12/2018-Customs (ADD)	20-03-18	Seeks to impose anti-dumping duty on imports of 'Dimethylacetamide' originating in or exported from China PR and Turkey.
08/2018-Customs (ADD)	15-03-18	Seeks to impose anti-dumping duty on imports of 'Ofloxacin' originating in or exported from China PR
20/2018-Customs (N.T.)	15-03-18	Tariff Notification in respect of Fixation of Tariff Value of Edible Oils, Brass Scrap, Poppy Seeds, Areca Nut, Gold and Sliver- Reg
25/2018 (DGFT)	14-03-18	Launch of e-MPS- facility to make online payment for miscellaneous applications

## Coming Soon:



### **"AECCI-ANNUAL AGAZINE, GLOBAL PERSPECTIVE-2017-18"**

**TO BOOK YOUR COPY**

**CALL Now +918433720996**

**OR**

**EMAIL: [info@aecci.org.in](mailto:info@aecci.org.in)**

**[www.aecci.org.in](http://www.aecci.org.in)**



# EVENTS



Asian Exporters'  
Chamber of Commerce  
And Industry

AECCI Celebration Time:



AECCI TEAM



# UPCOMING EVENTS

<p><b>A Workshop on "Export Documentation" (Pre &amp; Post Shipment)</b></p> <p><b>Scheduled for 14.04.2018 (Saturday)</b></p> <p><b>Timing: 4 to 6 pm</b></p> <p><b>Call 8433720996. for further enquiry.</b></p>	<p><b>A Workshop on "Letter of Credit under UCP 500"</b></p> <p><b>Scheduled for 19.05.2018 (Saturday)</b></p> <p><b>Timing: 4 to 7 pm</b></p> <p><b>Call 8433720996 for further enquiry.</b></p>	<p><b>AECCL Export Training Program (Learn A – Z of Exports)</b></p> <p><b>Can be arranged as per Convenience of interested ones.</b></p> <p><b>Call 8433720996 for further enquiry.</b></p>
--	---	--

## UPCOMING EVENT: EXPORT TRAINING PROGRAM (LEARN A – Z OF EXPORTS)

To know more call us at 022-41271145-46

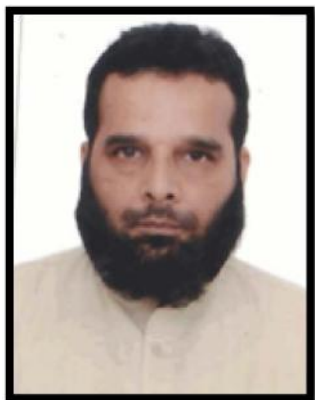
Basic Export Training (ONE & HALF DAY PROGRAM)	Intermediate Export Training (TWO DAYS PROGRAM)	Advanced Export Training (THREE DAYS PROGRAM)
<ul style="list-style-type: none"> <li>Setting up Export Business</li> <li>EPC/COC/Consuls/Embassies</li> <li>Payment terms, Letter of credit under UCP 600 and incoterms</li> <li>FTP2015-20 highlights</li> <li>Export Documentation(Pre-Post)</li> <li>Export Benefits as per FTP 2015-20</li> </ul>	<ul style="list-style-type: none"> <li>Setting up Export Business</li> <li>EPC/COC/Consuls/Embassies</li> <li>Payment terms, Letter of credit under UCP 600 and incoterms</li> <li>FTP2015-20 highlights</li> <li>Export Documentation(Pre-Post)</li> <li>Export Benefits as per FTP 2015-20</li> </ul>	<ul style="list-style-type: none"> <li>Setting up Export Business</li> <li>EPC/COC/Consuls/Embassies</li> <li>Payment terms, Letter of credit under UCP 600 and incoterms</li> <li>FTP2015-20 highlights</li> <li>Export Documentation(Pre-Post)</li> <li>Export Benefits as per FTP 2015-20</li> </ul>
	<ul style="list-style-type: none"> <li>Logistics &amp; Custom Clearance Procedure</li> <li>What a successful exporter should know about imports</li> <li>Reliability check of buyers and suppliers.</li> </ul>	<ul style="list-style-type: none"> <li>Logistics &amp; Custom Clearance Procedure</li> <li>What a successful exporter should know about imports</li> <li>Reliability check of buyers and suppliers.</li> </ul>
		<ul style="list-style-type: none"> <li>Arbitration (Add. Dispute Resolution)</li> <li>How to find international buyers</li> <li>Intellectual Property Rights.</li> </ul>

# MEMBER'S COLUMN

## New Members:

1. SEA SHELL LOGISTICS PVT. LTD.
2. BROWN BULL CLEARING PVT. LTD.
3. MET PRINT SOLUTIONS

## Prestigious Member:



**Mr. Ejaz Mohamedumer Valiulla**  
**(Partner)**  
**M/s. Mohamed Umer Abdullbhai & Sons**

**M/s. Mohamed Umer Abdullbhai & Sons** are the trader and supplier of food grains, Oil Seeds, Food Stuffs, Oils, Spices and Herbs such as Barley, Rice, Clove, Cardamom and Cinnamon.

Add.: MASJID (West), MUMBAI - 400009., TEL NO. 27882382, 49246460 M.NO. 9223844190,

E-MAIL:- [ejazvaliulla@gmail.com](mailto:ejazvaliulla@gmail.com); [ejaz@masons.co.in](mailto:ejaz@masons.co.in)



**Mr. Moulana Ibrahim (Partner)**  
**M/s. Quality Exports, Goa**

**M/s. Quality Exports** is in the business of Sea Food Processing and Exporting (FROZEN MARINE PRODUCTS)

Add.: Cuncolim Industrial Estate, Cuncolim Goa - 403703 , Tel No. 0832- 28665610,11,12

Email:- [qualityexportsgoa@gmail.com](mailto:qualityexportsgoa@gmail.com); [info@qualityexportsgoa.com](mailto:info@qualityexportsgoa.com)

## IMPORTER/DEALERS OF FOOD STUFF IN KUWAIT

<b>Abdullatif Abdul-Karim Al-Munayes</b> P.O.Box: 2446 Safat 13025 Kuwait Tel : 24337853 Fax : 24341307 Email : <a href="mailto:munayes@qualitynet.net">munayes@qualitynet.net</a>	<b>Abdulla Omar Alyagout Est.</b> P.O.Box : 206 Safat 13003 Kuwait Tel : 24827501 / 2 / 3 / 4 Fax : 24827507 Email : <a href="mailto:alyagout@qualitynet.net">alyagout@qualitynet.net</a>	<b>Abu Ali Stores</b> P.O.Box: 3871 Safat 13039 Kuwait Tel : 22443939 / 8 Fax : 22440732 Email : <a href="mailto:rabea@qualitynet.net">rabea@qualitynet.net</a>
<b>Agriculture Food Products Co.</b> P.O.Box: 24090 Safat 13101 Kuwait Tel : 24849007 Fax : 24842723 Email : <a href="mailto:afpc25@qualitynet.net">afpc25@qualitynet.net</a>	<b>Ali Al-Zamil Food Stuff Est.</b> P.O.Box: 1248 Safat 13013 Kuwait Tel : 22410567 Fax : 22429474	<b>Altco</b> P.O.Box: 23987 Safat 13100 Kuwait Tel : 22413795 Fax : 22447542 Email : <a href="mailto:info@altcoq8.com">info@altcoq8.com</a>
<b>Arabian Beverage Company Ltd.</b> P.O.Box: 3022 Safat 13031 Kuwait Tel : 1802066 Fax : 24722793 Email : <a href="mailto:admin@abcjuice.com.kw">admin@abcjuice.com.kw</a>	<b>Al-Aslawi General Trading</b> P.O.Box: 9461 Salmiya 22095 Kuwait Tel : 24812832 Fax : 24847044	<b>Al Awama General Trading Cont. Co.</b> P.O.Box: 5049 Safat 13051 Kuwait Tel : 22414322 / 23 / 24 Fax : 22414325 Email : <a href="mailto:alawamak@qualitynet.net">alawamak@qualitynet.net</a>



**Asian Exporters' Chamber Of Commerce And Industry**  
604, 6th floor, Hilton Center, Plot no.66, Sector .11, CBD Belapur, Navi Mumbai-400614

**Attention:**

**Exporters/Importers/Manufacturers/Traders/Proprietors/  
CHAs/ Shipping Lines/Forwarders/Logistics Houses.**

AECCI is pleased to announce that we are officially authorized by the  
Ministry of Commerce, Government of India to issue

### **Certificate of Origin (Non Preferential)**

in respect of goods exported from India vide the  
DGFT Public Notice no. 55/2015-20, Dated:18.01.2018.

We invite you all to forward your enquiries for  
Membership at [membership@aecci.org.in](mailto:membership@aecci.org.in), & COO (NP) at [ed@aecci.org.in](mailto:ed@aecci.org.in)  
To know more you can reach us at 022-41271145/46 and 8433720996.



# Article on Leadership

## 1] Concept:-

Leadership is one of the topics which is most discussed everywhere and probably less understood. There are schools of different thoughts on the said subject namely A] if the leadership has to be borne or B] if the leadership could be achieved. There is hardly consensus among the Management Gurus on the such thoughts.

## 2] Leader Vs. Boss:-

It is admitted position that the leadership is most sought after skills in the professional world and a fantastic skill to possess outside the workplace. However, while many people can give the dictionary definition of leadership not many understand what it truly means to be a leader. As Teddy Roosevelt said, "People ask the difference between a leader and a boss...The leader works in the open, and the boss in covert. The leader leads, and the boss drives." This quote captures the essence of what leadership truly is; leading a group to their common goals together rather than as a unit of people led by one individual who only has their own interests in mind.

Anyone can be a boss and tell people what they need to do to help the boss and reach his goal but a leader will listen to others and the result may end up greater than it would have as a unit working under a boss.

## 3] Good Leader:-

With a good understanding of what leadership is and knowing how to lead, anyone can become a great leader. While anyone can be a good leader there are some traits that lend themselves especially well to building leadership skills. "**Commitment and honesty**" are perhaps two of the most important skills for a leader because if the leader behaves unethically there will likely be little value placed on ethics in the group and its work. A good leader should strive to create the environment where the positivity, creativity, confidence, and inspiration of the leader radiates.

Regardless of what the profession or expertise is, or what sort of an institution there is, leaders are required. There are many leadership characteristics that come into play. In other words, not everyone has what it takes to be a good leader. Surely, in school, all of us are taught things like team work and good leadership skills, leadership itself falls under a huge category.



4] Models: - There are many models of leadership present that serve to analyze and assess how much of the leadership qualities a person has in them. Leadership changes are also seen in many schools as well. There is a change in not only roles, but alterations are noted in relationship and responsibilities. There is change in not only the roles, but the responsibilities and the relations are effected as well.

Servant leadership is basically a set of leadership practices and the philosophies regarding leadership. Leadership is seen simply as the accusation and exercise of power for someone who is on top of the pyramid. This is the conventional and simple form of leadership that we all know and love. Where on one hand there is the conventional form of leadership, the servant leader model is the form where the needs and concerns of others are put first. In this model, the needs and concerns of others are placed...

#### 5] Interpersonal Leadership Skills for Leaders:-

Studies show that many leaders' failures are attributable to interpersonal skills such as building relationships, leading teams, developing a positive work environment, effective communication and inspiring trust. These skills become even more important when the basic element of the business is the person. It is evident that leaders must master these skill sets to be successful as a leader in their industry.

#### 6] Relationship Management:-

As a part of emotional intelligence, relationship management involves the "soft" or personal side of management that has a direct impact on the aspects of the business.

They have a clear vision of what they want to get accomplished. A sequence of events as all items may not be able to be accomplished. They understand the limitations of available resources and plan accordingly. They pay attention to what needs to be done to bring about their proposal. This leader is multi focused on both their strong areas and the area that they may not as equally competent.

They have the ability to get tasks done. Successful leaders know what they want and have the ability to get the job done.

Leaders that are non-assertive find it difficult to succeed in management because they are unable to express their needs and influence others. Assertive leaders articulate their needs and are able to influence team members to improve organizational success.

#### 7] Conflict Resolution Skills:-

Even the best leaders encounter different opinions on matters. These differences in opinions may lead to conflict within an organization. There are various types of conflicts in organizations and one that specifically pertains to interpersonal leadership.

Interpersonal Conflict – This is a conflict between individual members of an organization, occurring because of differences in goals or values. Two leaders may have this type of conflict when determining the goals and execution of the goals of the organization.

#### 8] Different levels:

In every organization there are managers at different levels. Front line managers interact every day with employees; leading teams at the deck plate level. Middle managers oversee the front line managers and report to the top managers who are responsible for the overall direction of a company and its future potential. According to Organizational Behavior by Griffin and Moorhead, each level of management requires technical, interpersonal, conceptual, and diagnostic skill. The interesting part is that each level of management is different thus each requiring more emphasis on one skill over another. If interpersonal skill is the “ability to communicate with, understand, and motivate people” then how can it be less important for senior executives. Interpersonal skill should not be compartmentalized with the other managerial skills. Its importance should not fluctuate, it is equally important at all levels. Great senior leaders inspire, they are trusted, and most of all employees at all levels can relate to and understand them. There are few who embrace this concept and embody the idea that “People represent the essence of an organization regardless of the size of the organization or the technology it uses” more than Frank Blake, the CEO of Home Depot. Chosen as one of 2008’s best managers by Business Week Magazine, Mr. Blake is an experienced manager who through outstanding interpersonal skill, uses his best and most effect resource; his people. Many things contribute to what makes a leader like Frank Blake successful but nothing compares to his outstanding interpersonal skill. He motivates through personal example.

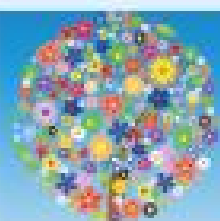
**Bharat Dhongade (B.Sc. LLB. MSW. CAIIB. PGDCL. LLM)**



Sourcing Enterprises  
**Asian Exporters'**  
Chamber of Commerce  
And Industry

**AECCI  
MEGA  
EVENTS  
2018**

**2018  
AECCI  
ANNUAL  
CELEBRATION**  
July 2018



**2018  
AECCI  
WOMEN  
EMPOWERMENT**  
AUGUST 2018



**2018  
AECCI  
GOLF  
TOURNAMENT**  
SEPTEMBER 2018



**2018  
AECCI  
BUSINESS  
EXCELLENCE  
AWARD**  
OCTOBER 2018



**SPONSORSHIP  
OPPORTUNITIES**

[www.aecci.org.in](http://www.aecci.org.in)

POWERED BY



For Advertisement & Sponsorship Contact:

Ms. Swarn Lata (Executive Director)

Mobile : +91 8433720995

Email : [info@aecci.org.in](mailto:info@aecci.org.in)

Asian Exporters' Chamber of Commerce and Industry

604, 6th Floor, Hilton Centre, Plot No. - 66, Sector-11,

CBD Belapur, New Mumbai - 400 614, Maharashtra,

Pt: +91 22 4127 1145/46, Fax : +91 22 4127 1147,

## AECCI-Wings

Legal Wing

Sport Wing

Export Wing

Women Wing

Professional Wing

Business Advice Wing

Events and Seminar Wing



**YOU CAN ADVERTISE HERE**

**CALL US FOR FURTHER DETAILS**

**022-41271145/46**

**ALL AECCI EVENTS AND NEWSLETTERS**

POWERED BY



SPONSORED BY



**ALL AECCI EVENTS AND NEWSLETTERS**

FOR MORE INFORMATION ABOUT AECCI

VISIT OUR WEBSITE: [www.aecci.org.in](http://www.aecci.org.in)

MAIL FOR ADVERTISE /SPONSORSHIP OPPORTUNITIES: [info@aecci.org.in](mailto:info@aecci.org.in)

SUBSCRIBE/ UNSUBSCRIBE OUR NEWSLETTER AT: [customercare@aecci.org.in](mailto:customercare@aecci.org.in)