

## AECCI-Brief Report

### AECCI-Asian Exporters' Chamber of Commerce & Industry

Organized a workshop on "Handling Overseas Collections & Payments"

In association with ECGC Ltd. Thane and Dubai Exports.

& Supported by Lakshmi Vilas Bank (Kharghar)

Date: 21 / 06 / 2019



Supported By



## Asian Exporters' Chamber of Commerce and Industry

(Recognized By Ministry Of Commerce & Industry, Govt. Of India)

Venue: Corporate Hotel, CBD Belapur, Navi Mumbai

## "Handling Overseas Collections and Payments"



In Association With



info@aecci.org.in / www.aecci.org.in

Date: 21.06.2019

Venue: Corporate Hotel, CBD Belapur, Navi Mumbai.

Time: 4:00 p.m. onwards

Guest & Speaker (ECGC Ltd., Thane)	Mr. Lachhman Kewlani (Branch Manager) and Mr. Swapnil Shende (Assistant Manager)
Guest & Speaker (Dubai Exports, Navi Mumbai- An Export Promotion Agency of the Dubai Dept. of Economic Development, Dubai Govt.)	Mr. Arvind Jaiswar (Country Head)
Guest & Speaker (Lakshmi Vilas Bank-Kharghar Branch)	Mr. Naveen Patil (AVP-Transaction Banking)
Guest & Speaker (Expert from AECCI Legal Wing)	Adv. Ubed A. Patel

Workshop was inaugurated by the AECCI Mgmt and esteemed Guests with lamp lighting and welcoming the guests with flowers.

Mrs. Swarn Lata (Executive Director-AECCI) started the workshop with her presentation. She explained in details regarding the Types of Trade disputes, Causes, precautionary measures, Steps to resolve the disputes, FTP 2015-20 Chapter-8 (CQCTD) and Role of AECCI in resolving the disputes.

Next part of the workshop was taken over by Mr. Naveen Patil (AVP-LVB) where he explained the role of banks, facilities given by LVB to the exporters/importers like credit finance, remittances etc. Also he spoke about managing the after effects of Exchange Rate fluctuations and “Just A Dollar” (JAD scheme). The content was very well delivered by the speaker.

Then Mr. Lachhman Kewlani (BM-ECGC) addressed the audiences with his knowledge that how the new exporters get in to trap through fake accounts at social media (on facebook and whatsapp etc) and how they can stay safe while dealing with international clients.

Mr. Swapnil Shende was the next speaker, who spoke in length on the role of ECGC through a PPT. He discussed about the Safe payment terms, Type of losses and Risk Cover by ECGC etc. It was a detailed and well delivered presentation.

Then Mr. Arvind Jaiswar spoke about the role of Dubai-Exports, also he shared his knowledge on to avoid encountering the trade disputes. His main focus was on the safe trade practices while dealing with UAE business partners. Also, he guided the participants on trade opportunities available in UAE.

Finally Adv. Ubed A Patel (AECCI-Legal Wing Expert) took over the charge and shared his experiences. He motivated the participants to follow the best and safe export practices. Also, Mr. Patel insisted on taking the help from promotion bodies.

More than 30 Exporters attended the workshop. The session was very much interactive and participative. The participants had many questions for the guest speakers and were highly satisfied by the answers.

It was followed by Dinner and networking.

The workshop was much appreciated by all the participants.

AECCI look forward for a long lasting association with your esteemed organization and wish to do many more such events.

(Thank You)

## HIGHLIGHTS OF THE SEMINAR



L to R: Asst. Director- Mrs. Swarn Lata (Executive Director-AECCI), Adv.Ubed A.Patel (Expert from AECCI Legal Wing), Mr. Arvind Jaiswar (Country Head-Dubai Exports), Mr. Naveen Patil (AVP-Transaction Banking, Lakshmi Vilas Bank, Kharghar), Mr. Lachhman Kewlani (Branch Manager-ECGC Ltd.) and Mr. Swapnil Shende (Assistant Manager-ECGC Ltd.)



Ms Sonali Malusare-Event Coordinator, Welcoming the guests for the workshop.



Lamp lighting by the esteemed guests.



Mrs. Swarn Lata (Executive Director-AECCI) with her presentation on Trade Disputes



Mr. Naveen Patil(AVP-Transaction Banking, Lakshmi Vilas Bank, Kharghar) Presenting role of banking in overseas trade.



**Mr. Lachhman Kewlani (Branch Manager-ECGC Ltd.),  
Addressing the audience.**



**Mr. Swapnil Shende (Assistant Manager-ECGC Ltd.) with  
Presentation on role of ECGC in covering the risks in overseas trade.**



**Mr. Arvind Jaiswar (Country Head-Dubai Exports)  
Presenting tips for safe trade and role of Dubai Exports.**



**Adv. Mr. Ubed A. Patel (Expert from AECCI Legal Wing)  
Addressing the audience.**



**L to R: Mrs. Swarn Lata, Mr. Arvind Jaiswar, Adv. Ubed A. Patel,  
Mr. Lachhman Kewlani, Mr. Naveen Patil and Mr. Swapnil Shende.**



**Group Photo.**

## “Token of thanks to the Guests”



(Thank You)