

ONE DAY WORKSHOP

ON

**Third Country Export (Merchanting Trade)
& Export Credit Guarantee Corporation (ECGC)**

FACULTY

Mr. AJIT SHAH,
B.Com., L.L.B., D.I.E.M.

At

KASLIWAL BAORD ROOM OF MAHARASHTRA CHAMBER OF COMMERCE,
INDUSTRY & AGRICULTURE
MUMBAI

On

Friday, 30th June, 2017

Time – 9.45 am to 6.00 pm

ORGANISED BY
**MAHARASHTRA CHAMBER OF COMMERCE,
INDUSTRY & AGRICULTURE**

Oricon House, 6th Floor,
K.Dubash Marg, Kalaghoda,
Mumbai-400 001.
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The Importance of Third Country Export (Merchanting Trade)

Several times, it happens that we wish to import certain goods from country “A” and sale the same product as it is in country “B”. This involves the activities of import & export both together. Many people refer this type of transaction as “3rd Country transaction”. Multinational company has coined this transaction as “Drop Shipment”.

There are various aspects of the transaction, which need to be understand more in detail. This transaction is distinct then mere import or mere export. It is a combination of both. This transaction is technically known as Merchanting Trade.

PROGRAMME CONTENTS

1. Meaning of Merchanting Trade
2. Condition of Merchanting Trade
3. Documentation for Merchanting Trade
 - a) Invoice
 - b) Packing List
 - c) Certificate of Origin
 - d) Bills Of Landing
4. Modification of Documents
5. Time limit for the transaction
6. Role of bank
7. Global opportunities in Merchanting Trade

The Importance of Export Credit Guarantee Corporation (ECGC)

ECGC is Government of India’s undertaking. It aims to insure the risk of credit in the export business. Due to competition and market condition it becomes some time essential to give credit to the overseas buyer for getting business. Credits given are not free from the risk. ECGC issues various policies to cover the probable risk of credit granted to overseas parties.

PROGRAMME CONTENTS

- 1) Introduction
- 2) Commercial Risk
- 3) Political Risk
- 4) Selection of the policy
- 5) Rate of Premium
- 6) Claim
- 7) Documentation
- 8) Role of Bank
- 9) Responsibility of bank

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The programme is for all exporters, CHA, Bankers, Financial managers, MBA and others dealing in International market.

INVESTMENT (Service Tax @ 15 % is applicable extra)

(This will include Cost of Study Material, Lunch, Hi- Tea & Snacks)

	<i>Per Participant</i>	<i>Group Discount (10% on Min 3 Participants)</i>
<i>Members</i>	<i>Rs.2500/-</i>	<i>Rs.2250/-</i>
<i>Non-Members</i>	<i>Rs.3000/-</i>	<i>Rs.2750/-</i>

Cheque in favor of 'Maharashtra Chamber of Commerce, Industry & Agriculture'

Kindly send the Registration fee along with the enclosed Registration Form or its photocopy or with the same information Typed on your own letterhead, To **"Maharashtra Chamber of Commerce, Industry & Agriculture"**, Oricon House, 6th Floor, K. Dubash Marg, Kalaghoda, Mumbai-400 001. Email: madhuri@maccia.org.in Tel: 022- 67395806/22855859

METHODOLOGY & CERTIFICATES

Practical approach & Demonstration of actual documents, Lecturers & Interaction
A Certificate of participation will be issued to the participant.

FACULTY

**Mr. AJIT SHAH,
B.Com., L.L.B., D.I.E.M.**

He has over 25 Years experience in the field of Export & Import as a Consultant & Trainer. Mr. Shah has been associated with numerous Educational and Training Institutes imparting training in the field of Import and Export. His practical approach and lucid style of representation endears him to the participants instantly. He was awarded SME Excellence award in the year 2011 by SME Chamber of India in training category. He is a regular faculty of our Chamber.
