









IN THE SERVICE OF TRADE & INDUSTRY REGISTERED UNDER TRADE UNIONS ACT 1926 1200+ Active Members & 36 Affiliated Associations

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Wish you all a very Happy and Successful New Year 2024.

With great pleasure, presenting you the third edition of CICU Newsletter-'Industry Cognizance' covering the recent quarter- October to December 2023. As we embark on year-2024, I would like to express my deepest gratitude to you all for the cooperation and support extended to CICU in fulfilling all its endeavors.

In recent years we have witnessed enormous growth in terms of creating positive environment for the industry by keeping close connect with the trade authorities, interactions with government at state and center and organising outreach programs for the trade. As a new-year resolution, we are focused to make your voice heard to the authorities and to create such environment to benefit the trade and industry. Our emphasis will be to create maximum opportunities for the MSMEs and enabling a competitive business environment for them. Also, focus will be on keeping the industry updated with all the policies and initiatives of the government and to help them exploring the available opportunities.

In the current edition, newly introduced e-commerce exports policy remained the focus of the Newsletter. Then, we have covered important news on MSME and export industry, the highlights of the events and activities conducted during recent quarter and finally, an introduction to the new members of CICU family.

Dear members, we will ensure that the Newsletter reaches to the top-authorities hence, urge you all actively participate and share your articles, views and issues to highlight.

Herewith, I thank all the members of steering-committee for their contribution in bringing 'Industry-Cognizance'. Then, I applaud the efforts of CICU team to bring this insightful edition. And, a sincere thanks to advertiser-members for continued trust and support in CICU. While, we continue to raise and react to all pertinent issue concerning trade and commerce with various bodies, we will always ensure that Growth with Governance remains at the top of all our actions and intent.

Warm Regards, Upkar Singh Ahuja (President)





Dear Members



Wishing you all a very happy and prosperous new year-2024.

CICU as a representative organization takes the responsibility to bring forward all the issues of concern and interest to the trade. Hence, we keep organizing many interactive meetings between trade and the authorities. Workshops, Seminars, Training sessions and Paneldiscussions remains on the top of our monthly agenda. Ludhiana is known for the manufacturing of various products and we at CICU wish to see us on the top of exporting states list so putting hard efforts to spread the awareness on international trade, policies and procedures. We are inviting industry experts to share their knowledge and expertise with young entrepreneurs.

With great pleasure, we present you all the third edition of the CICU-Quarterly Newsletter. "Industry-Cognizance" – as the name states, The Newsletter is full of Industry-updates. Making the Newsletter most useful, we take the articles on various topics from the industry experts and this time banking remained the focus. Recently launched ecommerce export policy is a great initiative by the Government of India and we have tried briefing the implications of the policy in the NL.

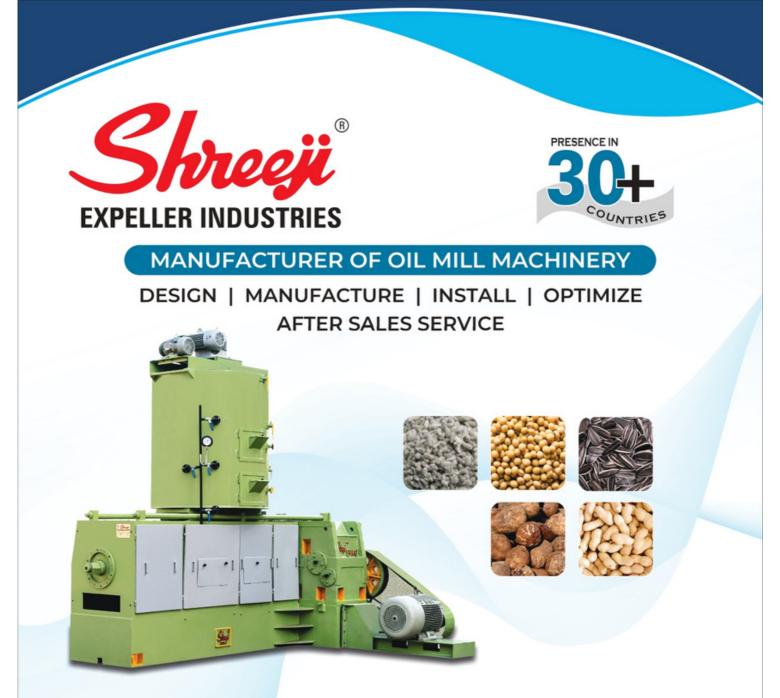
While being committed to the industrial development we seek your support and active participation in raising the trade issues. Dear Members, please be active in your Chamber's activities and let us take the state's industry to a new-height in coming year.

Stay tuned for updates on news, activities and events, also keep writing to us for any suggestions and feedback.

Thank you for the continuous support.

With warm Regards. Honey Sethi (General Secretary)





COMBINING TECHNOLOGY WITH INNOVATION





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Edited & Designed by:

Ms. Swarn Dhiman Director-Corporate Affairs

Disclaimer:

Utmost care has been taken while publishing the NEWSLETTER and information has been taken from the reliable sources only, still CICU holds no responsibility for the accuracy and completeness of the information shared.



Glimpse



"Finance Insights: Empowering Industries Through Strategic Funding".....



AJAY BHARTI CEO-LAUNCHPAD FINSERV

In this edition, we unravel key strategies and considerations to empower businesses on their journey to financial success. Apart from general funding options like Cash Credit and Term Loans, numerous other strategic funding methods have emerged in the Indian lending space. Nowadays, Artificial Intelligence has worked wonders in facilitating Banks/NBFCs and Fin-Tech's, transforming the dynamics of borrower assessment and significantly reducing the Turn Around Time for decision-making. Borrowers also benefit from streamlined processes, requiring fewer documents and signatures.

In addition to traditional funding methods, Supply Chain Finance has become a major player in the financial landscape. It has emerged as a crucial financial instrument, revolutionizing the way businesses manage their working capital and optimize cash flows. In the Indian context, the implementation and evolution of Supply Chain Finance have played a pivotal role in enhancing the efficiency of the supply chain ecosystem. While Supply Chain Finance was once limited to big corporates, even small businesses can now access this facility easily. Supply Chain Finance covers Purchase Bill Discounts, Sales Bill Discounts, and Inventory Funding, all offering collateral-free and competitive pricing. As we are all aware, collateral can be a significant roadblock for MSMEs in their growth journey. Although CGTSME has proven to be a valuable facility for those with insufficient collateral, but it also comes with riders, such as incremental costs and limited scope. This is where Supply Chain Finance steps in.





"Finance Insights: Empowering Industries Through Strategic

Funding".....

Machinery leasing has also emerged as a strategic financial solution, playing a vital role in the industrial landscape of India. In the rapidly evolving business environment, where technological advancements drive competitiveness, machinery leasing has become an attractive option for businesses to acquire state-of-the-art equipment without the burden of upfront capital expenditure. Leasing has consistently proven to be a low-cost and low upfront expenditure solution. Most market offer flexible leasing the leasing players in tenure arrangements to allow timely upgrades or modifications to meet evolving operational needs. Leasing also provides potential tax advantages, such as the deductibility of lease payments as operational expenses. Importantly, many leasing companies offer facilities without requiring additional collateral. Leasing presents an off-balance-sheet financing option, as the borrower is not the absolute owner, avoiding entries in fixed assets and liabilities, helping to maintain various important financial ratios.



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Ajay Bharti

INDUSTRY NEWS

DGFT Trade Notice No. 36/2023-24, Dated : 26.12.2023 regd. Extension of Date for Mandatory electronic filing of Non-Preferential Certificate of Origin (CoO) through the Common Digital Platform to 31st December 2024

Directorate General of Foreign Trade has issued extension of Date for Mandatory electronic filing of Non-Preferential Certificate of Origin (COO) through the Common Digital Platform to 31st December 2024.

The exporters and the agencies issuing Certificate of Origin (Non-Preferential) as notified under Appendix-2E of the FTP like, the Chamber of Commerce, would have the option to use the online system or the manual system as the online application process shall not be mandatory till 31 December 2024. Hence, the existing systems of processing nonpreferential COO applications in manual mode is permitted.

DGFT Trade Notice No. 33/2023-24, Dated : 10.11.2023 regd. Pilot Launch of the Upgraded Electronic Bank Realization Certificate (eBRC) system for self-certification by Exporters

The upgraded system is based on electronic inward remittance messages to be transmitted directly by banks to the DGFT. Based on the messages received, the exporters would self-certify their eBRCs. This will help the exporters to reduce transaction time and costs.

"The enhanced eBRC system shall enable exporters to reduce transaction time and costs. It would also ease the burden on bankers by simplifying the reconciliation of IRMs with shipping bills, SOFTEX, invoices, etc. and promote ease of doing business in general," the notice said.

DGFT Trade Notice No. 32/2023-24, Dated : 06.11.2023 regd Introduction of Centralized Video Conference Facility at DGFT Headquarters

In order to enhance Trade Facilitation and provide efficient grievance redressal mechanisms for exporters, this facility was made operational from 8th November 2023 at the DGFT headquarters.Senior DGFT officials shall remain available during such Vide Conference. Also, this platform is also intented for trade and industry representatives to raise their concern and issues. VCs are to be conducted every Wednesday between 10 am to 12 noon.





DGFT Trade Notice No. 31/2023-24, Dated : 19.10.2023 regd. the discontinuation of the Issuance of a Physical copy of Restricted Import Authorisation with effect from October 19, 2023.

All Authorisation for Restricted Imports issued on or after October 19, 2023 for EDI Ports shall be issued electronically only. *According to the notice*- All Authorisation for Restricted Imports issued on or after October 19, 2023 for EDI Ports shall be issued electronically only. No paper copy of the said Authorisation shall be provided. The Authorisation data shall be transmitted electronically to the Customs Port of Registration. Whereas Authorisation for Restricted Imports issued for any non-EDI port shall continue to be issued on paper.

Govt to extend duty, tax remission scheme benefits to e-comm exports-

Commerce and industry minister Piyush Goyal on 28t December, 2023 said that the government will extend the benefits of the Remission of Duties and Taxes on Exported Products (RoDTEP) scheme to e-commerce exports done through post and courier. Necessary IT framework for implementation of the scheme for exporters will be soon put in place.

While releasing a handbook for MSMEs with focus on e-commerce exports commerce and industry minister Piyush Goyal said, "We are extending RoDTEP benefits for exports through e-commerce,"

Presently e-commerce exporters are not getting RoDTEP benefits. RoDTEP.The said scheme provides for refund of taxes, duties and levies that are incurred by exporters for manufacturing and distribution of goods and are not reimbursed.

Ministry of Commerce & Industry, inked a Memorandum of Understanding with e-commerce major Amazon to provide training to micro, small and medium enterprises (MSME) in 20 identified districts to promote exports through e-commerce. As part of the MoU, Amazon and DGFT will co-create capacity building sessions, training and workshops for MSMEs in districts identified by the DGFT as part of the 'District as Exports Hub' initiative outlined in the FTP.

Exports of engineering goods during the period April to November of the current financial year have dipped 1.81 per cent at USD 69.46 billion as against USD 70.74 billion in the similar previous period.-EEPC.



INDUSTRY NEWS

DGFT Public Notice No. 32/2023, Dated: 09.10.2023 regarding Automatic System based issue of Status Holder Certificate (e-SHC) with no requirement of filling any application by the exporter.

This procedure eliminates the need for exporters to file any applications to obtain the status holder certificate as this will be electronically generated based on export data available in the DGCI&S database. The e-SHC will be made available to the exporters in their registered email and the dashboard at DGFT portal. The data set used for the Status categorization will be the merchandise export performance of the preceding 3 financial years plus the 3-months export data from April to June of the current financial year.

Para No.	Text of Existing Para	Text of Revised Para
1.08 Status Holder: Application for grant of Status Certificate	file an application online for recognition of status under the Policy in ANF 1B along with prescribed documents. (b) Online Application for status certificate shall be filed with jurisdictional RA as determined by the location of Registered Office in the case of Company and of Head	 (a) In the interest of trade facilitation, the endeavor has been to recognize and grant system-generated electronic Status Holder Certification, based on merchandise export data available with DGCI&S without the need for filing any application by the exporter. (b) Wherever required, exporters may also file an application online for recognition as well as for up-gradation of Status under the Policy in ANF 1B along with CA Certificate. Online Application for Status certificate shall be filed with regional jurisdictional offices (RA) of DGFT as determined by the location of Registered Office in the case of others as per Appendix 1A.

Engineering exports from India declined by 3.10 per cent to USD 7.85 billion in November 2023 from USD 8.10 billion in November 2022.





Safeguarding Domestic Industry

GOI imposes anti-dumping duty on gypsum board

On the recommendation of the Commerce Ministry, GOI India has imposed definitive anti-dumping duty on gypsum board and tiles from China for five years.

The anti-dumping duty will range :

in case of imports from China will range from \$23.46-47.62 per tonne and for imports from Oman, will be ranging between \$71.80-91.42 per tonne.

The Finance Ministry has imposed definitive anti-dumping duty on Industrial Laser Machines

Anti-dumping duty has been imposed on certain Chinese industrial laser machines used for cutting, marking or welding. The duty is valid for five years, and ranges from 24.66 per cent of Cost, Insurance and Freight (CIF) to 147.2 per cent of CIF, depending on the producer.

GOI to help exporters maintain documentation to deal with US duty cases

The US has conducted countervailing investigations and submitted final determination on three Indian products -- paper file folders, common alloy aluminum sheet, and forged steel fluid end blocks.

The European Commission too has conducted a similar probe on certain graphite electrode systems from India.

The sources said that products which the US have investigated involved reimbursement of levies like electricity duty, VAT on fuel or APMC taxes.

These levies are reimbursed under the Scheme for Remission of Duties and Taxes on Exported Products (RoDTEP), a WTO-compliant measure.

The commerce ministry has started an exercise to draw a roadmap to help Indian exporters keep proper documentation to deal with US countervailing duty cases on domestic products, an official said.

(Before imposing countervailing or anti-subsidy duty (CVD), a country carries out detailed investigations on products which it believes that its trading partner is subsidising for export purposes.)

Department of Post is expanding India's postal export network in a huband-spoke model by linking the Dak Niryat Kendras (DNKs) to Foreign Post Offices(FPOs). The target for year 2023 is to operatialise 1000+ DNKs.



MSME-Marketing Promotion Schemes

1.1 International Cooperation Scheme

Sub Component-I: Marketing Development Assistance (MDA)

Following activities are covered:

 Participation (as exhibitors) of MSME delegations of industry associations and government organisations, involved in promotion of MSMEs, in international exhibitions, trade fairs and buyer-seller meets in foreign countries for exploring potential markets for exports, seeking joint ventures, awareness about latest technologies, etc. (Physical & Virtual)

INDUSTRY NEWS

- Organising international conferences/summits/workshops/seminars in India on themes relevant to MSMEs by the Industry Associations and Government organizations. (Physical & Virtual)
- Organising Mega international exhibitions/fairs/buyer-seller meets, conferences/summits/ workshops/ seminars in abroad by Ministry of MSME, its organizations solely or in partnership with industry associations for promotion of MSME sector. (Physical & Virtual)
- Participation of Ministry led Industrial delegations to International Exhibitions/Fairs/Conferences in foreign countries.

Sub-Component-II: Capacity Building of First Time Exporters (CBFTE)

- Reimbursement of Registration-cum-Membership Certificate charges/ Fees paid by the first-time MSE exporters for registration with EPCs.
- Reimbursement of export insurance premium paid by MSEs.
- Reimbursement of fee paid on Testing & Quality Certification acquired by MSEs to export products. This will encourage MSEs to produce and offer products and services of international standards for the export markets.

Source: Ministry of Micro, Small and Medium Enterprises (MSME) website



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Nature of Assistance under the Scheme:

IC Scheme provides financial assistance on reimbursement basis for airfare, space rent, freight charges, advertisement & publicity charges, entry/registration fee, registration-cum-membership certificate charge/fee, export insurance premium on reimbursement basis.

Why can apply:

Government Institutions, Registered Industry Associations, Export Promotion Councils associated with promotion and development of MSME sector.

Applications for availing financial assistance are invited on IC Scheme portal i.e. <u>https://ic.msme.gov.in</u>

1.2. Procurement and Marketing Support Scheme (P&MS)

The Procurement and Marketing support Scheme would cover the following activities:

- To encourage Micro and Small Enterprises (MSEs) to develop domestic markets and promotion of new market access initiatives.
- To facilitate market linkages for effective implementation of Public Procurement Policy for MSEs Order of 2012.
- To educate MSMEs on various facets of business development.
- To create an overall awareness about trade fairs, latest market technique and other such related topics etc.

Why can apply:

Individual Manufacturing/Service MSEs.

Eligible MSEs may submit their application online or system in place.

Source: Ministry of Micro, Small and Medium Enterprises (MSME) website



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Exports through E-Commerce

Union Minister of Commerce & Industry, Consumer Affairs, Food & Public Distribution, and Textiles, Shri Piyush Goyal released the comprehensive "E-Commerce Exports Handbook for MSMEs" prepared by the Directorate General of Foreign Trade (DGFT) in New Delhi on December 28, 2023.

- Global Cross-border E-Commerce is estimated to grow to USD 800 Billion by 2025 and up to USD 2 Trillion by 2030.
- E-Commerce would account for around 6.6% of overall global merchandise trade.

Advantages of Selling through E-Commerce

- Access to a larger international market.
- Direct to Consumer sales provide better margins.
- E-Commerce has lesser infrastructure costs compared to traditional export.
- Global reach enhances brand visibility, creates awareness of international quality standards & latest trends.
- Exporters can overcome domestic seasonality and demand fluctuations

What to sell through E-Commerce

Textiles, handloom and apparel Leather & Leather goods Handicrafts and Home Décor Beauty and Personal care Semi-precious jewellery & accessories Automotive parts Ayush and Herbal products Spices and food products Tea and Coffee Engineering goods Religious artifacts





Key E-Commerce Intensive Regions

In Asia-Pacific, Australia, Japan, and China are the largest E-Commerce markets. Market Size (US\$) 2400 Bn Online Shoppers 2.7 Bn Annual E-commerce Spend (Per Capita) (US\$) 739

> In Europe Germany, France, UK are the largest E-Commerce Markets

> > Market Size (US\$) 1319 Bn

Online Shoppers 540 Mn

Annual E-commerce Spend (Per Capita) (US\$) 2143.80

In Latin America Brazil and Mexico represent potential E-Commerce markets

Market Size (US\$) 168 Bn

Online Shoppers 317 Mn

Annual E-commerce Spend (Per Capita) (US\$) 467

Huge market opportunity available in USA

Market Size (US\$) 1163 Bn

Online Shoppers 218.8 Mn

Annual E-commerce Spend (Per Capita) (US\$) 4233

Key Documentation Required for undertaking E-Commerce Exports from India can be broadly divided into two categories -General documents -

Dermanant Account Number

- Permanent Account Number (PAN)
- Bank Account & AD Code
- Goods and Services Tax Identification Number (GSTIN)
- IEC(Importer-Exporter Code)

Product Specific- There may be product-specific permissions and documentary requirements. Due diligence should be undertaken for specific documents.

Payment settlement for E-Commerce Exports can be done through:-

- E-Commerce platforms' integrated payments service.
- Online payment gateway service providers.
- International money transfer services through agents.

By- Swarn Dhiman Director-Corporate Affairs, CICU Export-Trainer



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Member's Corner

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New-Members of CICU Family

Mr. Jaskaran Singh, Partner M/s Capital Autocomp Deals: Manufacturing Add:145-R, Industrial Area- B, Matharoo Street, Ludhiana-141003 Mob:9914417293 E: maxgripindia@gmail.com	Sh. Sukhwinder Singh, Prop M/s Impression Adds Deals:Printing, Interior, Furniture Add:2648, Gurdev Nagar, Aarti Chowk, Ludhiana-141001 Mob:9815539993 E:dsgrtimmydang@yahoo.co m	Mr. Ajay Chopra, Prop. M/s.Commercial Traders Deals:Stationery Manufacturers and Corporate Suppliers Add:Shop No: 3-4, Opp. Manju Cinema, G.T Road, Dholewal Chowk, Ludhiana-141003 Mob:9872479595 E:commtra123@gmail.com
Mr. Satpal Kanwar, Director M/s. Veera Trading & textile Compan: Pvt. Ltd. Deals:Trading and Manufacturing of Cloths & Yarn Add: C-145, Phase-V, Focal Point, Ludhiana-141010 Mob: 9814022055	Mr. Prince Bansal, President Mr. Diyam Bansal, Vice President M/s. Ludhiana Cycle and Parts Manufacturers Association, Add: E-754, Phase-VIII, Focal Point, Mangli, Ludhiana-141010 Mob:9888000001 8054000000	Mr. Viprender Aggarwal, Director M/s Alcast Synergies Pvt. Ltd. Deals:Manufacturing Add:735, Industrial Area-B, Gill Road, Ludhiana-141003 Mob:9878873601 E:info@alcast.in
Mr.Sachin Bagde M/s – Silini Press SRL Deals: Trading ,Pre-Owned forging Machine Add: Sachin Suresh bagde ,Plot no.15,Csno.171/4-1, Deogiri Keshardeep housing Societ,Harsool, Aurangabad,Maharashtra- 431003 Mob:8766479992 E:india@silinipress.com	Mr.Mahavir Goyal Deals:Professional : Add:373-D,BRS nagar Ludhana -141012 Mob:8559000290	Mr.Nikunj Kataria M.D M/s. M.N Traders Deals : Trading & Mfg. Add:797/2/7,Old Madhopuri Circular Road,Ludhaina-141008 Mob: 7009841064 E:nikunjkataria@gmail.com
Mr.Ramneek Singh Dua ,Proprietor M/s.Viraj Steel & Wires Deals: Mfg. Add: BXXI,801, Indl.Area-B ludhiana -141003 Mob-9988004364 E:virajsteelandwires@gmai l.com	Mr.Navdeep Bansal ,Director M/s.Mindmeld Managenment Conulting Pvt Ltd Deals : Professional Add:c/o Parveen Bansal office ,Pihu Banda ,Salem Tabri ,Ludhaina- 141001 Mob : 9815081610 E: mindmeldpic@gmail.com	



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Member's Corner

New-Members of CICU Family

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Mr. Arvinder Singh M/s J S Kalsi Industries Deals: Manfacturing Add: 56-B Indl Area A, Near Water Tank, Ludhiana 141003 Mob : 9872984925 E : jskalsiinds@yahoo.com	Mr. Jasbir Singh M/s Namdhari Products india Deals: Manfacturing Add: 4511/3k, St No 10 Post office , Shimlapuri Ludhiana 141003 Mob : 9815973554 E :info@namdhariagroups .com	Mrs. Amarjit Kaur M/s Superb Sales Deals: Manfacturing Add: Shop No 120, railway bridge ,Dholewal Ludhiana 141010 Mob : 9815943920 E:superbindustries@yahoo.co m
Mr. Sarbjeet Grewal M/s Tekki Web Solutions Deals: IT Service Add: 45-46, Star Enclave, Near Green City, Ludhiana 141003 Mob : 9815037531 E:sarabjit@tekkiwebsolutions.c om	Mr. Navdeep Bansal M/s Mind Meld Management Deals: Professional Add: C/o Parveen Bansal office, Pihu Road, Salem Tabei , Ludhiana 141007 Mob : 9815081610 E: mindmeldplus@gmail.com	Mr. Ajay Singh M/s Manak Exports Deals: Auto Parts Trading Add: Plot No 103 Indl Area C, Jaspal Bangar Road, Ludhiana 141122 Mob : 9872984925 E : anakexports@yahoo.com
Mr. Sanjeev Kumar M/s Sainvi Exports Deals: Exports Add: 10905, Partap Nagar , Basant Nagar , Ludhiana 141003 Mob : 9872949989 E : ainiexports76@gmail.com	Mr. Jaswinder Singh M/s Lotey Agro Industries Deals: Agricultural Gear Box Add: M K Road, Gramin Bank, Dhuri Mob : 9530700030 E : loteyagro@gmail.com	Mr. Deepak Wadhera M/s Advanced Tech solutions Deals: Manfacturing Add: F -91,Phase 7 Focal Point , Ludhiana 141005 Mob : 9872500706 E : sales.ats@gmail.com
Mr. Tarlok Singh M/s Joshan Industries Deals: Manfacturing Add: 582, Sherpur Khurd, Near Mohandai Oswal Hospital Ludhiana 141010 Mob : 9888371817 E : joshanindustry@gmail.com	Mr. Raghav Aggarwal M/s Shri Ram Textiles Deals: Wholesale Trading Add: 369, Indl Area A, Near Water Tank, Ludhiana 141003 Mob : 8568889868 E : srt.ldh@hotmail.com	Mr. Inderjit Singh M/s hardev Udyog Deals: Manfacturing Add: 142,Giaspura Chowk , GT Road , Ludhiana 141010 Mob : 9814581264 E : hardevudyog@yahoo.co.in



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CICU Executive CommitteeMembers



CICU- Ludhiana Industry celebrated the plantation of 139 Sacred Forests planted in one year with Total of 76,000 Trees



CICU Organized League Matches S. Angad Singh Memorial - 9th CICU Corporate T-20 Cricket Tournament - 2023







CICU delegation to China-Interaction between Mr. Yu Yi, Vice General Manager CFTC - China Foreign Trade Centre Group Ltd. & S. Dalbir Singh Dhillon, Chairman PSIEC (Govt. of Punjab) with Special Delegates of CICU for Promotion of Trade and Industry of Punjab.



CICU- Pres. S. Upkar Singh Ahuja & Gen. Secretary Sh. Honey Sethi Meeting the NGT Team Regd the Gas Leakage Incident.



CICU Delegation meets Ms. Babette Desfossez, Trade Commissioner for Flanders, Embassy of Belgium in Delhi

UNIDO and CICU Unite for a Round able Discussion on Sector Concentrated Solar Thermal Technology in Support of ElectroplatTing and Garment Sector









CICU held an interactive meeting with Dept. Of Ind. & Comm., wherein Sh.D.P.S Kharbanda, IAS, CEO, invest Punjab, presided as the chief guest and interacted with the Industry.



CICU- A Panel discussion on Exports From India



Completion Ceremony of Export Training Program Batch 3



CICU Visit of NIDH Students to Different Industries to Strengthen Deigns Capabilities in Industry









CICU Family Fun And Frolic Day





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