



# MERCHANTS' CHAMBER OF UTTAR PRADESH

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**Mahendra Mohan Gupta**  
President

**Indra Mohan Rohatgi**  
Vice President

**Anita Jha**  
Secretary General

CH/13/412/2012-13

Dated February 18, 2013

Dear All

We are happy to inform you that Merchants' Chamber of Uttar Pradesh and Federation of Indian Export Organizations (FIEO) is organising a 2 Days training program on International Trade, Export Procedures Documentation & Marketing at Kanpur on **FEBRUARY 27-28, 2013** at the Conference Room of Merchants Chamber, 14/76, Civil Lines, Kanpur from **10.30 to 4.30PM** in association with Department of Export Promotion, Govt. of UP Lucknow.

This program has been designed to cater to the needs of the upcoming Exporters, their Marketing executives and supporting staff. The details of the various subjects which shall be taken up in the training program are International Marketing Framework; Steps for Setting-up an Export Business; Trade Information System; Institutional Framework for Export Promotion; Foreign Trade Policy with Special Reference to Focus; Products and Markets; Participation in Trade Fairs and Exhibitions in India and abroad; Export Finance; Practical Exercise for Exporting of a Particular Item, Government Incentives to exporters Terms of payments and Letter of Credit, Export finance and Risk Management Export Contract including Inco Terms and MDA, etc.

Expert faculty would be conducting the Training Program along with a certificate of participation on the conclusion of the course. As limited seats are available registration will be on first cum first served basis. We would like you to use this opportunity to expand your skills by attending the workshop,

We look forward to your active participation.

Confirmation Slip

2 Days training program on International Trade, Export Procedures Documentation & Marketing at Kanpur on 27<sup>TH</sup> & 28<sup>th</sup> FEBRUARY 2013

(Email: sgmcup@gmail.com, fieokanpur@fieo.org)

Name & Designation: \_\_\_\_\_

Company's Name: \_\_\_\_\_

Tel/Mb: \_\_\_\_\_

E-mail: \_\_\_\_\_

In case of any query do write or call me back (sgmcup@gmail, 09792101115), I would be happy to respond.

Yours sincerely

**Anita Jha**

**Secretary General**

**Merchants' Chamber of Uttar Pradesh**