

World Trade Centre Goa, E-Newsletter

Vibrant International Trade

Volume I, Issue I, January - April 2018

From the Director's Desk

Goa, a vibrant economy, is steadily embracing the opportunities that are unfolding on the business landscape. "British Exit" (BREXIT) is one of them and Goa is today exploring the huge potential that lie ahead for increasing exports and attracting investments from the United Kingdom through stronger trade ties.

MVIRDC has promoted World Trade Centre Goa with the objective of guiding local businesses to the international markets through the network of 323 World Trade Centers in 88 countries across the globe.

WTC Goa's interactive programmes and activities are designed to equip local business enterprises and MSMEs in all aspects of doing business. They are assisted in exploring new markets, gaining understanding of the quality issues and adopting global best practices to achieve success in the highly competitive global markets.

I am happy to present Volume 1, Issue 1 of our World Trade Centre Goa's quarterly E- Newsletter "VIBRBANT INTERNATIONAL TRADE" that reflects our goals and objectives. The issue features a synopsis of the events and programmes which were organized during the quarter of January to March 2018. This Newsletter also announces our forthcoming events, global happenings, and the art and cultural scenes of the picturesque state of Goa.

The World Trade Center activities that started in Goa in the year 2015 have been gradually increasing with your support and goodwill. We take this opportunity to thank you for your continued support and also look forward to sharing your ideas and insights through your contributions, articles etc. which would enhance the value of the E- Newsletter.

Thank you..

Y. R. Warkerkar

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Activities January 2018

Talk on Opportunities and Challenges for Entrepreneurs

World Trade Centre, Goa in association with the Women's Wing of Goa Chamber of Commerce and Industry hosted a talk on guiding entrepreneurs on developing their International business and upgrading their standards for the International market. The talk organized on 11 January 2018 at Panaji, Goa laid emphasis on facilitating International Trade with the United States of America.

Purnima Voria the founder and CEO of National US India Chamber of Commerce, Denver – Colorado who is a member of the Ivanka Trump delegation to India, was the key note speaker. In her address she encouraged Indian, in particular, Goan entrepreneurs to connect with US businesses. She spoke of opportunities and challenges for entrepreneurs post global entrepreneurship Summit 2017. She explained how businesses from two countries can work out and how she would help set up such ties....[More details](#)



Caption: L-R- Ms. Noeline Mendonca, Mr. R. S. Kamat, Director General GCCI, , Dr. Jennifer Kamat, Chairperson WW, GCCI, Ms. Purnima Voria, Founder and CEO, NUSICC, Denver, Mr. Cyril Desouza, Asst. Director, Trade Promotion, World Trade Centre, Goa and CA Ashutosh Kharangate, CEO of Mangal Advisory Services.

Activities January 2018

Seminar on MATU

World Trade Centre Goa in association with MSME, Margao and Womens Wing of Goa Chamber of Commerce organized a Seminar on MATU (Marketing Assistance and Technology Upgradation) on 24 th January, 2018, at Margao, Goa.

Chief Guest, Mr. Manguirish Pai Raiker, Chairman, National Council for MSME, ASSOCHAM, in his address highlighted the three most important aspect for an entrepreneur, first is Manufacturing, second is Quality and third is offering value for money to the customers. All these activities must be backed by a sound marketing plan. Mr Raikar also mentioned the various programmes and tools available for MSMEs for marketing their products, like financial assistance and the Zero Effect Zero Defect programme....[More details](#)



Seen in the Picture: (L-R) Mr. Cyril DeSouza, Asst. Director, Trade Promotion, World Trade Centre Goa, Mr. Shashi Kumar .M. Assistant Director, MSME Development Institute, Government of India, Dr. Jennifer Kamat, Chairman Women's Wing GCCI, Mr. G.R. Akadas, Director, MSME- DI, Mr. Manguirish Pai Raiker, Chairman, National Council for MSME, ASSOCHAM, Mr. P.P. Kulkarni, Asst. Dir, MSME DI, Ms. Deepa, MSME, DI and Professor Pradeep Salgaocar.

Activities January 2018

WTC Goa Hosts awareness Seminar on 'IPR'

Intellectual property (IP) battles a plethora of challenges in the modern world and this mandates awareness amongst the stakeholders, entrepreneurs, IP practitioners and teachers who play an active role in IP regime. Upholding the motto, a daylong Seminar on "Intellectual Property Rights" was organized by World Trade Centre Goa and MSME – Development Institute, Ministry of MSME Government of India, Margao, Goa in association with Verna Industries Association on 30 th January 2018. The programme was also supported by V.M.Salgaocar College of Law (VMSCL), Miramar, Goa.

Mr. G.R.Akadas, Director of MSME-DI delivered the welcome address and highlighted the importance of understanding the important aspects of IPR....[More details](#)



Seen in the Picture – (from left to right) Mr. Shashi Kumar Asst. Director (IMT), MSME DI Goa Dr. Shaber Ali, Co-ordinator PG and Research Centre, V.M.Salgaocar College of Law Prof. Dr. T. Ramakrishna, IPR Chair, National Law School of India University, Chief Guest Mr. Nitin Kunkolienkar, President MAIT and Director (Member of the Board) Synegra EMS Ltd Prof. Dr. M.R.K.Prasad, Principal, V.M.Salgaocar College of Law Mr. G.R.Akadas Director of MSME-DI and Mr. Cyril Desouza, Asst. Director – Trade Promotion, WTC, Goa

Activities February 2018

WTC Goa to set up Professional Panel for Promoting Exports.

World Trade Centre Goa in association with MSME Development Institute, Goa Ship Yard Limited, and World Trade Centre Mumbai, organized a State Level Vendor Development Programme (SVDP) on the 15th of February, 2018, at Mapusa, Goa

The Chief Guest Mr. S.P. Verenkar, President of the Thivim Industrial Estate Industries Association and Managing Director of M/s. Sunshine Electric Company Private Limited in his keynote address acknowledged the fact that Goa is blessed with some of the most talented entrepreneurs and they are always looking at various avenues to increase their Sales and Marketing reach....[More details](#)



Seen in the Picture (L-R) : Chief Guest Mr. S.P. Verenkar, President of the Thivim Industrial Estate Industries Association and Managing Director of M/s. Sunshine Electric Company Private Limited, Mr Cyril Desouza, Asst. Director, Trade Promotion, World Trade Centre, Goa, Mr. A.V. Raviprakash, General Manager (Commercial) Goa Ship Yard Limited and . P.P. Kulkarni, Assistant Director, MSME Development Institute, Goa

Activities February 2018

Improving Productivity and Quality for MSMEs

World Trade Centre Goa in association with MSME Development Institute, Margao organized a Seminar on “Improving Productivity and Quality for MSMEs”, on February 20, 2018, at the Mapusa, Goa.

The objective of the seminar was to sensitize MSMEs (Micro Small and Medium Enterprises) about the Zero Defect and Zero Effect (ZED) Certification Scheme and its benefits which would greatly help them in improving their Productivity and Quality.

In his keynote address Mr. K Socrates, Deputy Director, MSME Development Institute, Mangalore, gave a detailed background of the purpose, aim, objectives and activities of the ZED Certification....[More details](#)



Seen in the Picture (L-R) Mr Shashi Kumar, Assistant Director, MSME DI, Goa, Mr K Socrates, Deputy Director, MSME DI, Mangalore, Mr Gaurav Jain, Assistant Commissioner, GST and Mr Cyril Desouza, Asst. Director – Trade Promotion, World Trade Centre, Goa.

Activities February 2018

Workshop on E-Way Bill

World Trade Centre, Goa, in association with the Ministry of Finance, Govt. of India organized a Work Shop on “E-Way Bill” on 27th February, 2018, at Margao, Goa.

Mr Gaurav Kumar Jain, IRS, Assistant Commissioner, GST, Ministry of Finance, Government of India who was the main facilitator for the workshop, explained the concept of e-way bill that it is an electronic document generated on the GST portal evidencing movement of goods. It has two Components-Part A comprising of details of GSTIN of recipient, place of delivery (PIN Code), invoice or challan number and date, value of goods, HSN code, transport document number (Goods Receipt Number or Railway Receipt Number or Airway Bill Number or Bill of Lading Number) and reasons for transportation; and Part B comprising of transporter details (Vehicle number)....[More Details](#)



Seen in the Picture (L to R): Mr. Mallikarjun Meti, Practitioner, Mr. Gaurav Kumar Jain, I.R.S. Assistant Commissioner, GST, Ministry of Finance, Govt. of India, Mr. Chetan Lakhani, Director of Dimac Organics, Mr. Shibu Reghunathan, Proprietor, Shib's Media Plus and Mr. Cyril Desouza, Assistant Director, Trade Promotion, World Trade Centre, Goa.

Activities March 2018

Maximizing Export Potential of Goa: Role of Trade Facilitators

World Trade Centre Goa, in association with DGFT Goa and DGFT Mumbai, organized a seminar on “Maximizing Export Potential of Goa: Role of Trade Facilitators” on 21st March 2018, at Panaji, Goa.

The Chief Guest Dr Sonia Sethi, IAS, Additional Director General of Foreign Trade (DGFT) in her Key Note Address highlighted the changing interface of the Director General of Foreign Trade, from being a controller to being a facilitator, which is helping the exporting community to understand their concerns and to implement all the policies of the ministry of commerce for the facilitation of trade.

Information, she said, is very important and in this regard, the setting up of the Trade Analytics Portal by the DGFT would be very helpful for current Exporters as well as for those willing to start an Export Business.....[More details](#)



Seen in the Picture (L-R) Mr A.O.Kuruvila, Advisor – Trade and Education, World Trade Centre, Mumbai, Mr. Ashutosh Kharangate, Managing Director, Mangal Analytics and Research Consulting, Mr. Asok Kumar, Deputy Director, Marine Products Export Development Authority, Chief Guest, Dr Sonia Sethi, IAS, Additional Director General of Foreign Trade, Ms. Parinati Sunkar, IRS, Dy. Commissioner, Goa Customs, Mr. Siddhart Zantye, Executive Committee Member, Cashew Export Promotion Council of India, Ms Dipty Shiriskar, Assistant Director, Export Inspection Agency, Mr. Akshay Potekar, Dy. Director, (Industries), Directorate of Industries, Trade and Commerce, Government of Goa.

Know the Entrepreneur



Mr. Shibhu Reghunathan
Proprietor, Shib's Media Plus

They say that successful Entrepreneurs are not born in the profession but painstakingly with their Grit, hard work and dedication that make a mark for themselves to be titled so in the business world.

One such interesting journey is that of Mr Shibhu Reghunathan, who until he was 23 to 24 years old faced only hardships and setbacks. He says that this was the most bitter life experience and the blackest days of his life. His misfortune was such that he sometimes went to bed without having a single meal, he learnt the toughest lessons for life. This situation instilled in him the determination to make something for his life as he was clearly not born with a Silver Spoon.

He moved from his early years in Kerala and travelled to Goa, a land that he soon liked and wanted to call his home and started taking hands on technical training in Graphic Designing and Photography. He then offered his services to different advertising agencies in Goa and won laurels for the work that he created. At this time too Mr Shibhu helped his friends by doing free lancing for them through which he helped their business to grow and also won for himself their confidence.

Mr Shibhu at this stage in his life, had managed to create a good bunch of friends and colleagues who impressed with his creativity, urged and encouraged him to set up his own business. He seriously evaluated their suggestions and with a miniscule assured business he took the challenge and started his own informal business, with the setting up of a small scale printing workshop and with his hard work and determination his business began to prosper.

"Be honest, sincere and Work hard" was the motto he coined for himself and this stood him in good stead and made his business flourish. Buoyed by his success he in the year 2005 plunged into the formal business sector, registered his firm and made it complaint with all the Government mandated rules and regulations and started "Shib's Media Plus", a fully fledged firm specializing in creating, designing, printing and supply of promotional and advertising material that spanned the entire state of Goa and neighboring town of Kolhapur. He also supplied fine imported paper of the "kyoorius" brand to this region and side by side promoted another firm S R Enterprises which specialized in Printing, supply of stationery and channelized the supply of the imported fine paper vertical. He then went on to successfully launch D & P Combines for Printing and Stationery supplies. He has now since the last 10 to 15 years been concentrating on the Tourism and Hospitality sector and this high growth sector has also gifted him with excellent business growth.

The stupendous growth that he achieved, he attributed to the society in which he lived in and who supported him whole heartedly and he thus felt a Moral Responsibility to give back something back to this society and he took part in many voluntary acts that helped him strengthen this society. He dedicated a good amount of his time for the Rotary International, as Chartered Member of the Rotary Club of Margao Midtown, where his work as the club's President won for them the maximum number of awards in the year 2012-2013. He served as the India Regional President for the World Malayali Council and was recognized for his good leadership qualities and astute administrative acumen. Mr Shibu is also associated with the Indian Red Cross society, as its Paton member and Chairman of its Salcette branch. He volunteered his services for the Nepal Earth quake relief mission. He served the International Human Rights society as the General Secretary of the Goa State. He prides himself with all the humanitarian work that he has done for society through all these organizations. He is an esteemed member of the World Trade Centre Goa.

Welcome to our New Members

[Akshay Clean](#)

[Arna Global](#)

[Caricima Enterprises](#)

[Dimac Organics](#)

[Eintellize Infotech](#)

[Emvity Brushflicks Creative Hub Pvt Ltd](#)

[Geeta Engineering Works](#)

[Kifaru Agro](#)

[Mangal Analytics & Research Consulting Pvt Ltd](#)

[Nativefolks Pvt Ltd](#)

[Renz Marketing](#)

[SHIB's Media Plus](#)

[St. Joseph Marine Services](#)

[Vox Millennium](#)

Cultural Highlights

GOA CARNIVAL

The Goa Carnival, held from 10th to 13th of February 2018, this is an annual event that highlights Goa and is organized in February and rivals the Carnival Festival similarly organized in Brazil. The Goa Carnival is undoubtedly one of the most looked forward to events. This festival is about celebrating the rich culture, history and tradition of Goa with music, dance, food and parades.



SHIGMO FESTIVAL

Shigmo festival is celebrated in Goa in honor of the warriors of Goa. During this festival, you will find folk dancers performing on the streets of Goa for everyone to gaze at. This annual 14 day festival is held during the month of March, this year it was celebrated from 03rd March 2018 onwards.



These festivals highlighting Goan cultural heritage and reliving ancestral glory and splendor, also work as catalysts in promoting cultural tourism and fostering friendship and deeper understanding of the glorious culture among the large number of foreign delegates and visitors who flock to this State year after year.

Upcoming Events

FOOD TAIPEI

27 -30 June , 2018 at Taiwan

FOOD TAIPEI hosts Taiwan suppliers of specialty products who offer a full spectrum of food for global buyers scouting unique foods and ingredients. Across Asia, Taiwan is renowned as the epicenter of gourmet foods, fine dining, fresh produce and skilled chefs.

The 28th Taipei International Food Show will be held from June 27 to 30 of 2018 in Taipei Nangang Exhibition Center, Hall 1 and TWTC Hall 1. The show is set to take place with Foodtech & Pharmatech Taipei, Taipei Pack, Taiwan HORECA and Halal Taiwan. This joint expo created an outstanding record of 1,717 exhibitors and 4,011 booths in 2017. (Food Taipei had 1,132 exhibitors and 2,155 booths)

[More details](#)

Middle East Stone: World Trade Centre Dubai

04-06 September 2018

Middle East Stone is the MENA region's premier B2B event for the natural stone, marble and ceramics industry. Apart from showcasing the industry's latest breakthrough products, it also attracts installation and maintenance solution providers from more than 30 countries globally.

Serving the region's massive US\$5 billion stone procurement market, the event acts as an annual meet-up that connects suppliers, manufacturers and distributors to thousands of decision-makers from the region. Attendees include the region's architectural and design professionals, builder consultants and remodelers, contractors and installers, distributors and retailers, fabricators, specifiers and other stone procurement professionals.

[More details](#)

Smart Stores Expo: World Trade Centre Dubai

04-06 September 2018

After witnessing an enthusiastic response at its launch in Abu Dhabi in 2017, Smart Stores Expo will see its 2018 Edition opening for the first time at Dubai World Trade Centre. Conceptualised to support the modern retailing needs of the market, Smart Store Expo encompasses four key verticals: Smart Store Design, Smart Store Technology, Smart Store Services and Smart Virtual Stores.

The first edition of Smart Stores Expo had the distinction of being inaugurated by H.E. Mohamed Helal Al Muhairi, Director General, Abu Dhabi Chamber, and was graced by the region's most influential retailers and solution providers, including Business DNA, Samsung SoluM, Infoquest and MTF Contractors, among many others.

[More details](#)

World Trade Centre (Goa) Association

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