

Webinar focuses on Promoting Bilateral trade between Goa (India) and Savannah (USA)

There are various kinds of refrigerant gases like R134a, R410a and R123yf that are produced in India. The R134a variety of refrigerant gas is in high demand at the moment, and the R123yf variant is quickly catching up and will open up new vistas of exports for all the companies engaged in its production. Currently India and China are very well established in the exports of these varieties of Gases. World Trade Center Goa in association with World Trade Center Savannah organised this programme with the focus to discuss the huge export potential these refrigerant gasses have in the United States of America.

During the webinar detailed discussions were held on the requirements of the US Importers and it was understood that currently there is demand for the R134a variety of the refrigerant gas which should be packed and sold in one time use type of gas cylinders. It was decided to test the supplies engaging services of leading firms which would be uniformly accepted by the Indian Exporters as well as the US Importers. It was also decided to engage the services of an American service provider who could advice and guide on all the important import procedures so as to have seamless exports to the US. Pricing will play a valuable part and going forward it will be the major factor on deciding how much offtake of supplies can be from India and in this regard few Goan exporters during the deliberations requested that the payments be made via an irrevocable Letter of Credit as this will be of immense benefit for them. It was also requested that the US importers may kindly consider making a commitment for larger imports so as to enable mass production which would make the exports favourably priced.

The webinar saw the participation of leading refrigerant gas suppliers based out of Goa and India as well as a leading importer from the USA along with Logistics service and custom house service providers based out of the USA.

The webinar concluded on a positive note with all the participating delegates agreeing to take the deliberations of this meeting to its logical conclusion through correspondence via email and other communication platforms and also to organize more virtual meetings on the zoom platform if and when required.

The webinar was held on April 18, 2023.

