



Journal Report on: Online Training Programme on “Understanding Export Dynamics: The Case of Foundry Exports from India to the USA”

Organized by:

National Centre for Export Promotion (NCEP), IIF

Facilitator: Dr. Dipankar Sinha, *Prof. Head of Research IIFT, Kolkata Campus.*

Date & Time: 22nd April, 2026 from 03:00 pm virtually on Zoom Platform.

Introduction

A focused Online Training Programme on “**Understanding Export Dynamics: The Case of Foundry Exports from India to the USA**” was conducted by Dr. Dipankar Sinha, *Prof. Head of Research IIFT, Kolkata Campus*, in association with National Centre for Export Promotion under the aegis of The Institute of Indian Foundrymen. The session brought together industry participants to explore strategic, regulatory, and operational aspects influencing India’s export competitiveness in the US market. The opening remarks was given by Ms. Anima Pandey, Director, NCEP – IIF.

The programme opened with a comprehensive overview of export competitiveness using the “AGE” framework—Administrative, Geographical, and Economic Distance—providing a structured lens to evaluate trade barriers and opportunities. Drawing on specific HS code analyses, Dr. Sinha highlighted India’s strong positioning, noting that the country currently ranks among the leading exporters of castings to the US, with exports valued at approximately USD 3.2 billion in 2024 and demonstrating double-digit growth.

Key Area of Discussion

A key area of discussion centred on tariff and non-tariff barriers. While India does not have a free trade agreement with the United States, participants were informed that basic customs duties for foundry products typically range between 0–3%, depending on classification. However, additional measures such as Section 232 tariffs—averaging around 18% on steel and aluminium—significantly affect pricing strategies. The session also addressed anti-dumping and countervailing duties, underscoring the need for exporters to thoroughly understand US customs valuation methods and origin verification requirements.

Regulatory compliance emerged as a critical success factor. The speaker emphasised adherence to international standards such as ASTM, along with certifications like country-of-origin documentation and ISPM compliance. The growing importance of ESG norms and traceability mechanisms, including the potential adoption of blockchain-based mill test certificates, was also highlighted as a means to enhance transparency and credibility in global trade.

The discussion further examined competitive challenges faced by Indian exporters, particularly in pricing and logistics. A comparative analysis revealed that longer lead times—often around 40 days compared to 2–4 days for competitors like Mexico—create inventory and cost disadvantages. Mexico’s preferential access under the USMCA agreement was cited as a structural advantage, prompting Indian exporters to explore alternative strategies such as establishing overseas warehouses or leveraging intermediaries closer to end markets.

From a strategic standpoint, the session advocated a shift towards value-added manufacturing. Opportunities in specialty steels—such as tensile and corten steel—were identified as high-potential segments, especially for advanced applications in aerospace, infrastructure, and container manufacturing. Participants were encouraged to leverage government initiatives such as the ZED (Zero Effect, Zero Defect) scheme, Production Linked Incentive (PLI) schemes, and other financial support mechanisms to enhance quality and competitiveness.

The impact of global disruptions, including energy crises and geopolitical tensions, was also examined. Rising fuel costs, freight charges, and insurance premiums were noted as significant contributors to overall export costs. Demonstrations on using digital tools such as [IndiaPortal.gov.in](https://indiaportal.gov.in) enabled participants to better understand tariff structures and regulatory requirements for specific HS codes, reinforcing the importance of data-driven decision-making.

Conclusion

In conclusion, the session provided a holistic understanding of the evolving export landscape for Indian foundries targeting the US market. It underscored that while India holds a strong competitive position, sustained growth will depend on strategic pricing, regulatory

compliance, logistics optimisation, and a clear focus on value addition and sustainability. The programme concluded with a vote of thanks, acknowledging the valuable insights shared and their relevance to strengthening India's global foundry footprint.