



Journal Report on: Webinar on: Trade 360 degree: Understanding Customs, anti-dumping and tariff and non-tariff barriers

Organized by:

National Centre for Export Promotion (NCEP), IIF

Facilitator:

Mr. Arpit Bhargava, CEO of SBA Group, Multidisciplinary expert in customs and international trade law

Date & Time: 12th March, 2025 from 03:00 pm virtually on Zoom Platform.

Introduction

The National Centre for Export Promotion (NCEP) of The Institute of Indian Foundrymen organised an insightful **Webinar on “Trade 360°: Understanding Customs, Anti-Dumping, Tariff and Non-Tariff Barriers”** on 12th March, 2025 from 03:00 pm virtually on Zoom Platform.

The session aimed to provide Indian manufacturers and exporters, particularly from the foundry sector, with a comprehensive understanding of global trade procedures, export compliance requirements and evolving international trade barriers.

The session commenced with welcome remarks by **Mr. Ravi Sehgal, Past President and mentor of NCEP**, who emphasised the growing importance of global trade for Indian manufacturers. He highlighted that while international markets offer tremendous opportunities for growth, exporters must be well-equipped to navigate complex customs regulations, tariff barriers and regulatory frameworks across different countries.

Key Highlights of the Session

The technical session was delivered by **Mr. Arpit Bhargava, CEO of SBA Group**, who presented a detailed overview of export procedures, trade regulations and compliance practices required for

successful international trade. He explained the key steps involved for first-time exporters, including obtaining the Import Export Code (IEC), identifying appropriate HS/HSN codes, preparing export documentation and ensuring compliance with customs regulations both in India and in destination countries.

Mr. Bhargava highlighted the importance of accurate product classification under the correct HS codes, as incorrect classification could lead to disputes, delays in customs clearance or the imposition of unnecessary duties. He advised exporters to consult customs experts or coordinate with their overseas customers to ensure that HS codes used in export documentation align with the classification adopted by importing countries.

A key focus of the session was on tariff and non-tariff trade barriers. These include import duties, certification requirements, quotas, and regulatory compliance standards that countries impose to protect domestic industries. Mr. Bhargava also explained the concept of anti-dumping duties, which arise when exporting countries sell products at prices lower than their domestic market prices, thereby harming local industries in importing countries.

Using examples from the foundry industry, he explained how Indian exports of cast iron products had previously faced anti-dumping investigations in Europe. These cases were successfully addressed through coordinated industry efforts and the submission of detailed financial and cost data by exporters. The example demonstrated the importance of industry collaboration and transparent documentation when responding to trade investigations.

The speaker also drew attention to emerging global trade challenges such as the European Union's Carbon Border Adjustment Mechanism (CBAM) and recent investigations by the United States into excess manufacturing capacity in certain countries. Such developments could potentially result in additional duties or regulatory requirements on exports, making it critical for exporters to remain vigilant and well informed about policy changes in their target markets.

Another important aspect discussed during the webinar was financial and procedural compliance. Exporters were advised to maintain robust bookkeeping systems and implement reliable ERP-based accounting frameworks to ensure that financial data remains transparent, auditable and easily accessible during trade remedy investigations such as anti-dumping or countervailing duty cases.

Participants actively engaged in the discussion and raised queries regarding HS code classification, countervailing duties and the availability of government support during trade investigations. The session clarified that while governments may provide policy and procedural assistance, companies must independently prepare and submit accurate financial data to defend their export pricing structures.

The webinar concluded with a discussion on the importance of proactive engagement with trade experts, legal advisors and government agencies to navigate complex global trade environments. The session also highlighted the need for Indian exporters to collaborate through industry associations in order to effectively respond to international trade investigations and policy changes.

Overall, the webinar provided valuable insights into the evolving landscape of international trade and equipped participants with practical knowledge on export procedures, compliance strategies and risk management in global markets.