



EXPORT GUIDE: ENGINEERING GOODS



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Introduction

1. Introduction: Engineering Goods

The engineering goods sector is one of the largest contributors to India's manufacturing output, exports, employment, and foreign exchange earnings. Driven by growing global demand for industrial machinery, fabricated metal products, electrical equipment, transport components, and capital goods, the sector has emerged as a key driver of economic growth.

Chhattisgarh, with its abundant mineral resources, strong industrial base, and expanding logistics infrastructure, is well positioned to become a major manufacturing and export hub for engineering goods. Industrial clusters in Raipur, Bhilai, Korba, and Bilaspur, supported by integrated steel plants and a robust ancillary ecosystem, provide a strong foundation for export-oriented growth.

This guide provides an overview of the engineering goods export ecosystem in Chhattisgarh, covering key products, export opportunities, target markets, quality standards, logistics infrastructure, policy support, and export procedures. It is intended to serve as a practical reference for exporters, manufacturers, MSMEs, entrepreneurs, and policymakers to strengthen the state's competitiveness in global engineering value chains and promote sustainable export growth.

1.1 Export Opportunity for Chhattisgarh

Engineering goods, including industrial machinery, fabricated metal products, electrical equipment, rail components, and steel-based engineering products, constitute a significant share of Chhattisgarh's industrial output and export basket, reflecting the sector's growing importance in the State's manufacturing economy. With its strong raw material base, industrial infrastructure, and presence of large-scale steel and engineering units, Chhattisgarh possesses substantial potential to strengthen its position in the global engineering goods value chain.

1.2 Top Engineering Goods Exported from Chhattisgarh

The top Engineering Goods (under HS Chapter 74 to 90) exported from Chhattisgarh in FY 2025-26 at HS 6 digit are listed below. Major export destinations in FY 2025-26 for these products include United Arab Emirates, Mexico, Vietnam Soc Republic and Malaysia.

Table 1: Top Engineering goods exported from Chhattisgarh (HS Chapter 72 to 90) in FY 2025-26, with export destinations and high potential markets

Sl.no	HS Code	Commodity Description	Major Export Destinations	High Potential Market ¹
1	760110	Aluminium-Not Alloyed	China, Greece, Malaysia, Mexico, Saudi Arabia, Tanzania Republic, Vietnam Soc Rep	China, Korea Republic of, Netherland, Türkiye, Malaysia
2	847480	Other Machinery	Nigeria	United State, Indonesia, China, Vietnam
3	842959	Mechanical shovels, excavators and shovel loaders:- Other	Belgium, Chile, Mexico, South Africa, United Arab Emirates, UK, Uganda	United States, Russian Federation, United Arab Emirates, South Africa, Mexico
4	760511	Of aluminium, not alloyed : -- Of which the maximum cross-sectional dimension exceeds 7 m	Finland, Oman, South Africa, Spain, Vietnam Soc Rep	United States, Vietnam, Tanzania United Republic of, Nepal, Italy
5	842952	Machinery with a 360 degrees revolving superstructure	Ghana, Kenya, Mexico, Netherland, Senegal, Sierra Leone, South Africa, United Arab Emirates	United States, Belgium, Netherland, Indonesia, United Kingdom
6	847490	Parts of machine of HDG 8474	Afghanistan, Mozambique, Nigera, Qatar, Tanzania Rep	United States, Australia, Indonesia, Congo Democratic Republic of the
7	840211	Watertube boilers with a steam production exceeding 45 t per hour	Dominic Rep, South Africa, Thailand	Tanzania United Republic of, Indonesia, United Kingdom, Turkey, Brazil

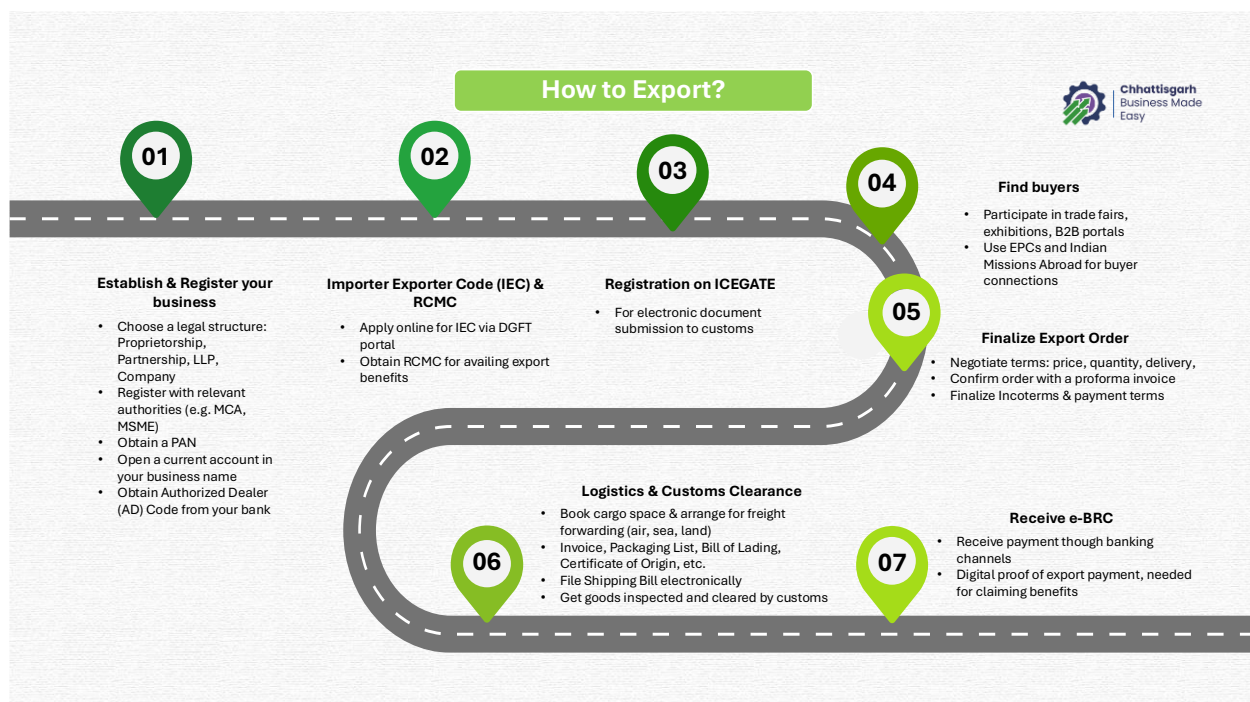
¹ To estimate potential markets, factors like the largest importers of the product, tariffs charged, trade complementarity with India, and countries that have fewer non-tariff barriers were considered.

Sl.no	HS Code	Commodity Description	Major Export Destinations	High Potential Market ¹
8	843790	Parts of machines for cleaning, sorting, grading etc.	Argentina, Bangladesh PR, Bhutan, Brazil, Ecuador, Guyana, Korea, RP, Malaysia, Peru, Russia, Suriname, Thailand, United Arab Emirates, USA, Venezuela	United States, Nigeria, Indonesia, Bangladesh, Ethiopia

Source 1: DGCIS

Export Readiness & Registration

2. Step-by-Step Process for Exporting



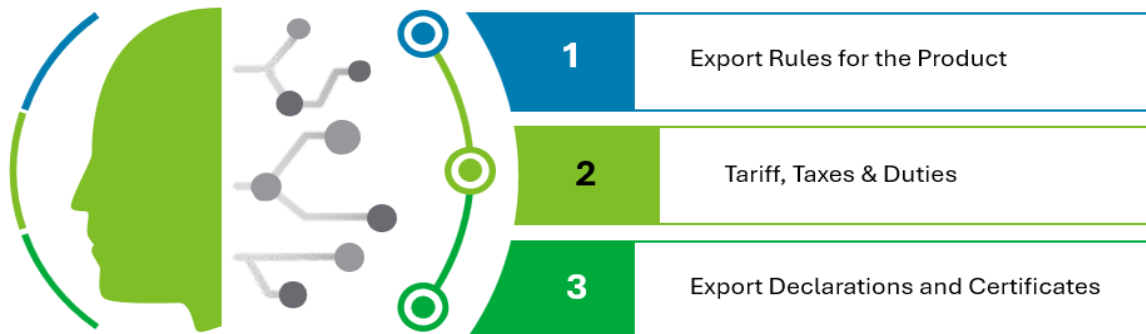
2.1 Identifying HS Code of Engineering Products

The Harmonized System (HS) Code is an internationally standardized product classification system used by customs authorities worldwide for the identification of traded goods. Every engineering product must be classified under the appropriate HS Code, as it determines applicable customs duties, preferential tariff benefits under Free Trade Agreements (FTAs), documentation requirements, export incentives, and regulatory compliance in the destination country. Exporters should carefully identify the correct HS Code using the Indian Customs Tariff Schedule, the DGFT HS Classification, or seek guidance from customs authorities and Export Promotion Councils (EPCs) to avoid delays, penalties, or rejection of shipments due to incorrect product classification. The description on all the Engineering products under HS Chapters 72 to HS Chapter 90 can be accessed through the mentioned link: <https://www.dgft.gov.in/CP/?opt=itchs-import-export>

2.2 Market Access

To access any market, exporters need to check the policies, conditions, tariffs, and non-tariff measures which are applicable to all the products under engineering goods. All governments implement regulatory frameworks and trade policies to protect their industries and economic interests.

To access markets, you should look at:



Detailed guidance on tariffs, duties, certifications, and regulatory requirements is provided in Chapter 3.

2.3 Quality Standards

Ensuring quality required for exports is one of the most important aspects of exporting goods. Identify destination-country quality requirements before exporting. Maintaining high quality standards is essential for exporters to compete in global markets. Exported goods must comply with both

- Indian regulatory norms and
- Importing country's standards.

Depending on the product and destination, exporters may need certifications such as BIS, ISO, CE Marking, RoHS, REACH, or other buyer-specific approvals. Meeting these standards improves product acceptance in international markets, reduces the risk of shipment rejection, and helps build long-term trust with overseas buyers. Detailed guidance on certifications requirements is provided in Chapter 3.

2.4 Export Documentation checklist

Before entering international markets, exporters should undertake a comprehensive assessment of their preparedness to meet commercial, regulatory, and operational requirements.

EXPORT DOCUMENTATION CHECKLIST

Proforma Invoice (PI)

Purchase Order (PO)

Commercial Invoice

Packing List

Shipping Bill / Bill of Export

Bill of Lading / Airway Bill

Certificate of Origin (CoO)

Inspection Certificate

Insurance Certificate

Export License (If Applicable)

LUT/Bond under GST

ARE-1 / ARE-2 Forms (For Excise Clearance)

Electronic Bank Realisation Certificate (eBRC)

FSSAI / Phytosanitary / Health Certificate
(Product-Specific)

AD Code Registration with Customs





Market Selection & Compliance

3. Know Your Compliances: Market Access

International buyers place significant emphasis on product quality, technical specifications, safety, reliability, and conformity with internationally accepted standards.

3.1 Export Rules for your Products

India's Foreign trade policy (FTP) regulates all exports along with other laws. Foreign trade Policy says that all goods may be exported without any restriction except to the extent that such exports are regulated any other provision of FTP or any other law for the time being in force. All export has been classified as **Free, Restrictive and Prohibited** by Foreign Trade Policy (FTP).

Mostly all the products under the Engineering goods are free, which means, export is permitted without a license from DGFT except for HS Code 85434000 in HS Chapter 85 which is prohibited, which means, export is not permitted for the product (Electronic cigarettes and similar personal electric vaporising devices).

3.1.1 Manufacturer & Merchant Exporters: The exporters (Manufacturing & Merchant) must write the names of supporting manufacturer (if present) in all relevant export documents, like Tax Invoice / Shipping Bill / Bill of Export/ Airway Bill. As defined in Para 11.59 of Foreign Trade Policy 2023², this is a mandatory requirement for any relevant benefits to be accrued to supporting manufacturer.

3.1.2 Third party Exports : If the exporter of engineering products are third party exporters then export documents such as shipping bill shall indicate name of both manufacturing exporter/manufacturer and third party exporter(s), e-Bank Realization Certificate (e-BRC) or export Realizations from RBI's EDPMS wherever available in DGFT IT Systems, Export Order and Invoice should be in the name of third-party exporter.³ This is mandatory requirement for all third-party exporters.

² Para 2.41 of FTP 2023

³ Para 2.42 of FTP 2023

3.1.3 Export of Samples: Exporters may avail the benefit of exporting samples. Foreign trade policy allows exporters to exports of bona-fide trade and technical samples of freely exportable item without any limit.⁴

3.1.4 Export of Gifts: Exporters may avail the benefit of exporting gifts. Goods of value not exceeding Rs.5,00,000/- in a licensing year, may be exported as a gift. However, items mentioned as restricted for exports in ITC(HS) shall not be exported as a gift, without an Authorisation.⁵

3.1.5 Replace of Exported goods: Exporters may avail the benefit of replacing goods. Exported goods found defective/damaged or unfit for use may be imported back by the same exporter, free of charge for replacement. This replacement part/goods may be exported back freely as per customs guidelines.

3.1.6 Payments and Receipts on Exports:

Denomination of Export Contracts: All export contracts and invoices shall be denominated either in freely convertible currency or Indian rupees, but the export earnings shall be booked in freely convertible currency (US Dollar, Japanese Yen, Euro, Pound Sterling etc)

3.1.7 Non-Realisation of Export Proceeds

Exporters must return all benefits / incentives availed against such exports, in case of non-realisation of export earnings. In case an exporter is unable to realize the export proceeds for reasons beyond his control (force majeure), he may approach RBI for writing off the unrealized amount. The payment realized through insurance cover, would be eligible for benefits.

3.1.8 Prohibited Export Destinations

Exporters are advised that all direct and indirect exports to North Korea of industrial machinery (Chapters 84 and 85 of the ITC(HS)), transportation vehicles (Chapters 86 to 89 of the ITC(HS)), and iron, steel, and other metals (Chapters 72 to 83 of the ITC(HS)) are prohibited, subject to the exemptions provided in paragraph 7 of United Nations Security Council Resolution 2397 (2017).⁶

3.1.9 SCOMET: Dual-use and Controlled Items

The classification of most engineering goods as "Free" under the ITC(HS) schedule does not, by itself, mean an item may be exported without authorisation. A separate control list, SCOMET, the list of Special Chemicals, Organisms, Materials, Equipment and Technologies

⁴ Para 2.43 of FTP 2023

⁵ Para 2.44 of FTP 2023

⁶ Para 2.18 of FTP 2023 read with Appendix I

applies to dual-use items, that is, items with an ordinary commercial application that can also contribute to weapons or delivery systems. SCOMET is notified as Appendix 3 to Schedule 2 of the ITC(HS) Classification of Export and Import Items, and the licensing framework sits in Chapter 10 of the Foreign Trade Policy 2023. Export of a SCOMET item without authorisation is an offence under the Foreign Trade (Development and Regulation) Act, 1992 and attracts penalty, denial of export privileges and, in serious cases, prosecution.

Applications for SCOMET authorisation are filed online through the SCOMET module on the DGFT portal and are considered by an inter-ministerial committee. Processing takes materially longer than a routine export clearance, so exporters should screen the product before quoting, not after receiving an order. General authorisations are available in limited circumstances, including for certain intra-company transfers and for repeat exports to approved end-users, which can reduce the transaction burden for regular shipments.

Practical steps for an exporter:

- Screen every product in Chapters 84, 85 and 90 against Appendix 3 to Schedule 2 of ITC(HS) at the design or catalogue stage, using technical parameters, not product names.
- Obtain a written end-use statement from the buyer for any item close to a control threshold, and retain it.
- Screen the buyer, consignee and end-user against the denied-entity lists maintained by DGFT and by the destination jurisdiction.
- Where classification is genuinely unclear, seek a written determination from DGFT rather than relying on an internal view

3.2 Know Your Tariffs

Every export order attracts various lines of tariffs, depending upon factors like destinations, quantum, type of goods etc. An exporter must be aware of the following type of charges in the form of duties and tariffs for Engineering goods products exported from Chhattisgarh.

3.2.1 Tariffs

Exporters may note that the export destinations / countries apply tariffs to the products exported from India. Exporters may negotiate favourable contracts with the buyers on responsibility of bearing import duties, taxes, and other charges.

Tariffs may affect the demand of the product, as it impacts the final landing price of the product exported. Therefore, exporters from Chhattisgarh may note the tariffs applied on top Engineering Good products in major export destinations.

Table 2: Tariffs levied by Chhattisgarh's top export destinations for Engineering products under HS Chapters 72 to chapter 90

HS Code	Major Importers	Average tariff (%)
7601	China	3.0
	Greece (India-EU FTA)	0.0
	Malaysia (ASEAN-India Trade in Goods Agreement)	0.0
	Saudi Arabia	5.0
8474	Nigeria	5.0
8429	Belgium	1.7
	Chile	0.0
	South Africa	0.0
	United Arab Emirates (under India-UAE CEPA)	0.0
7605	Finland	4.8
	Oman	5.0
	South Africa	10.0
	Spain	4.8
8429	Ghana	5.0
	Kenya	10.0
	Mexico	5.0
	Netherland (India-EU FTA)	0.0
8474	Afghanistan	5.0
	Mozambique	7.5
	Nigeria	5.0
	Qatar	5.0
8402	Dominic Rep	8.0
	South Africa	0.0
	Thailand (ASEAN-India Trade in Goods Agreement)	0.0
8437	Argentina	14.0
	Bangladesh	7.5
	Bhutan	10.0
	Brazil	14.0

Source 2: ITC Trade Map

3.2.2 Note on the United States (*As on 03.08.2026)

The United States is identified as a high-potential market for the majority of the products in Table 1. Exporters should understand that the duty payable on entry into the United States is

not a single MFN rate, and has been subject to repeated change. Landed cost in this market is built from several layers applied on top of one another:

- The MFN rate in the US Harmonized Tariff Schedule, which for most machinery under Chapters 84 and 85 is low: commonly between zero and 2.5 per cent
- Section 232 duties on steel, aluminium and copper and on articles derived from them. Since April 2026 these are assessed on the full customs value of the article rather than only on its metal content. Products that are made entirely or almost entirely of aluminium or steel, which includes unalloyed aluminium under 7601 and aluminium wire under 7605, attract 50 per cent. Derivative articles that are substantially, but not wholly, metal attract 25 per cent, and a transitional 15 per cent rate applies to certain metal-intensive industrial and electrical grid equipment.

3.3 Export Certifications

In India, export quality inspection is regulated by the Export Inspection Council (EIC), which was established under the Export (Quality Control and Inspection) Act, 1963. However, not all engineering goods require mandatory inspection before export. Only certain notified products, such as specific steel tubes, pipes, and fasteners, require compulsory certification by EIC. Most other engineering exports rely on private third-party inspections (e.g., SGS, Intertek or Bureau Veritas) based on buyer requirements. Review the exact list of commodities regulated under the Export (Quality Control and Inspection) Act by accessing the [Export Inspection Council Documents](#)⁷. Further, Check the [Directorate General of Foreign Trade \(DGFT\) Export Inspection PDF](#) for the comprehensive legal list⁸. If a product is not covered under the mandatory inspection list but the importing country asks for a Certificate of Compliance from India, exporters can obtain it under the Voluntary Certification Scheme of EIC. For more information, visit the [link](#)⁹.

Exporters are also encouraged to follow internationally accepted quality standards issued by the International Organization for Standardization (ISO). Although ISO certification is generally voluntary, it is widely accepted by buyers across the world and increases the credibility of products. Engineering exporters should also make use of the services offered by the Engineering Export Promotion Council of India (EEPC India), which provides guidance on quality standards, certification requirements, technical regulations, and export compliance for different international markets.

⁷ <https://www.eicindia.gov.in/WebApp1/pages/menuInfo/QualityControlAndInspection.xhtml>

⁸ <https://content.dgft.gov.in/Website/EI.pdf>

⁹ <https://eicindia.gov.in/WebApp1/pages/menuInfo/documents.xhtml>

Exporters may access the link <https://www.iso.org/ics/77.140/x/>

3.3.1 Common testing and certifications for Engineering products

Global buyers may specify requirements for certain test and certification requirement as per mandatory obligation their respective countries. Those test and certification requirements may be carefully negotiated and will become part of contracts. Some of the most commonly requested testing and certification requirement for Engineering Good products are listed below:

Table 3: Indicative testing and voluntary certifications commonly requested for Engineering Good products:

Sr. No	Category	Specific Test/Requirement	Purpose	Common Market Requiring
1	Chemical Composition	Chemical Composition Analysis (Spectrometry)	Confirms alloy grade and purity	EU, USA, Japan
2	Mechanical Properties	Tensile Test, Yield Strength, Elongation	Verifies mechanical strength and ductility	EU, USA, Japan
3	Mechanical Properties	Impact Test (Charpy V-notch)	Ensures toughness at varying temperatures	Europe (EN standards), Japan
4	Mechanical Properties	Hardness Test (Brinell, Rockwell, Vickers)	Measures resistance to indentation	All Markets
5	Mechanical Properties	Fatigue Test	Evaluates durability under cyclic loading	Aerospace, Auto (USA, EU)
6	Dimensional & Visual	Dimension Measurement	Validates tolerances and conformance to drawings	All Markets
7	Dimensional & Visual	Surface Roughness	Required for coatings and friction-sensitive applications	EU, Japan
8	Corrosion & Coating	Salt Spray Test	Simulates corrosion environment for coated/galvanized steels	Europe, USA

Sr. No	Category	Specific Test/Requirement	Purpose	Common Market Requiring
9	Corrosion & Coating	Coating Mass Test	Determines zinc or other protective coating weight	USA (ASTM), EU (EN ISO)
10	Corrosion & Coating	Pencil Hardness & Cross-Cut Test	Evaluates paint or coating adhesion/hardness	EU (EN 13523) ¹⁰ , USA
11	Structural Analysis	Microstructure & Macro-Etching	Examines grain structure and phase composition	All Markets
12	Structural Analysis	Spheroidal Graphite Analysis	Specific to ductile iron castings	Japan, EU
13	Non-destructive Testing	Ultrasonic, Radiographic, Magnetic Particle, Dye Penetrant	Detects internal and surface flaws	Aerospace, Auto, Rail (Global)
14	Non-destructive Testing	Radiation Inspection	For railway and high-risk applications	EU, Japan
15	Welding Certification	EN ISO 9606 / ASME Section IX	Required for welded structural products	EU (EN 1090), USA
16	Product-Specific Tests	Flattening/Flaring/Deformed Bar Tests	Required for pipes, rebar, and tubes	Construction sector (Global)
17	Product-Specific Tests	Steel Strand & Fastener Tests	Validates high-tension applications	USA, EU
18	Certification & Traceability	EN 10204 (3.1 / 3.2) Mill Test Certificates	Required for third-party traceable documentation	Europe, USA, Japan
19	Certification & Traceability	CE Marking / EN 1090 for Structural Steel	Legal requirement for structural products in EU	European Union
20	Electrical & Electronic Products	UL Certification	Demonstrates product safety and reliability	USA, Canada, North America

¹⁰ EN 13523 is a European Standard series that specifies test methods for evaluating the properties of organic coatings on metallic substrates, particularly in the context of coil coating. The "European Union" aspect means that this standard is adopted and implemented within the European Union, with its member states bound to implement it

Sr. No	Category	Specific Test/Requirement	Purpose	Common Market Requiring
21	Electronics & Wireless Products	FCC Testing / Certification	Verifies radio frequency and EMC compliance	United States

Table 4: List of third-party testing and certification organizations for exporters in Chhattisgarh

Organisation Name	Role	Office Address
Quality International Research & Laboratories Pvt. Ltd. (QIRLPL)	testing of metals, construction materials, polymers, textiles, calibration services	Plot No. 7A, Avinash Logistic Park, SKS Road, Siltara Industrial Area, Phase-II, Raipur – 493221, Chhattisgarh
Bureau Veritas India Testing	product conformity assessment, supply chain audits and industrial inspection	1st Floor, HIG-28, Sector-1, Shankar Nagar, Raipur – 492001, Chhattisgarh

3.3.2 EU Carbon Border Adjustment Mechanism (CBAM)

The European Union's Carbon Border Adjustment Mechanism places a carbon cost on imports of specified goods into the EU, calculated by reference to the greenhouse gas emissions embedded in their production. It applies to aluminium, iron and steel, cement, fertilisers, electricity and hydrogen.

How the mechanism works

CBAM is not a tariff and does not create a legal obligation on the Indian exporter. The obligation sits on the EU importer, who must hold the status of authorised CBAM declarant, declare the embedded emissions of the goods imported, and surrender CBAM certificates against them. The commercial effect, however, flows back up the supply chain: the importer cannot complete a declaration without verified emissions data from the producer, and the

cost of the certificates is reflected in the price the importer is willing to pay. An Indian producer that cannot supply verified installation-level data is, in practice, harder to buy from than one that can, and a producer with genuinely lower emissions intensity gains a price advantage it can only realise if it can evidence the figure.

Table 5: CBAM implementation timeline

Date	What applies
1 October 2023 – 31 December 2025	Transitional phase. Quarterly reporting by EU importers; no financial obligation.
1 January 2026	Definitive regime begins. Importers above the threshold must hold authorised CBAM declarant status. Emissions from goods imported during 2026 begin accruing a certificate liability.
1 February 2027	CBAM certificate sales open. Certificates for 2026 imports are purchased retrospectively, at the reference price published for the quarter in which the import occurred.
30 September 2027	First annual CBAM declaration and first certificate surrender, covering 2026 imports.
From 2027 onwards	Authorised declarants must hold certificates covering at least 50 per cent of embedded emissions accrued to date, at the end of each quarter.

A single mass-based exemption applies: an importer whose total imports of CBAM goods — aluminium, iron and steel, cement and fertilisers combined — do not exceed 50 tonnes net mass in a calendar year falls outside the obligation. Electricity and hydrogen are excluded from this exemption. The threshold is set at importer level and across all covered goods, so an EU buyer taking modest volumes from several suppliers may still be caught. The Commission reviews the threshold annually. Non-compliance is penalised at the level of the EU Emissions Trading System excess emissions penalty, EUR 100 per tonne, with a considerably higher multiple where goods are imported above the threshold without authorisation.

What a Chhattisgarh exporter should do

- Establish whether the products shipped to EU customers appear in the CBAM annex. The annex is written by CN code — the eight-digit EU classification, of which the first six digits are the HS code — so check at CN level rather than at heading level.
- Calculate embedded emissions at installation level using the EU methodology, distinguishing direct emissions from those embedded in precursor materials. For aluminium and steel this means production-route data, not a corporate average.
- Register the production installation in the CBAM Registry. From the start of the definitive regime, third-country operators may register and share verified emissions

data with their EU customers directly, which removes the need to disclose commercially sensitive data to each buyer separately.

- Engage an accredited verifier. Verified data is what the EU importer needs; unverified figures will not support a declaration.
- Expect emissions data clauses in EU sales contracts, and negotiate them deliberately — including who bears the cost if data is late, disputed or rejected.
- Treat emissions intensity as a commercial variable. Where a production route can evidence lower intensity than the applicable default value, that difference is worth money to the buyer and should be reflected in price.
- EEPIC India, the Bureau of Indian Standards and several accredited verification bodies operating in India provide guidance on CBAM data preparation, and the Ministry of Commerce has engaged with the European Commission on implementation issues affecting Indian exporters.

3.3.3. Logistics for Chhattisgarh Exporters

Chhattisgarh is landlocked. Every export consignment leaves the state by road or rail and is handed to a gateway seaport, and for the heavy engineering cargo the state produces — excavators, boilers, crushing and grinding machinery, structural fabrication — inland freight and handling are a material share of landed cost, not a rounding error. Route selection is therefore a commercial decision, not an administrative one.

i. Inland container facilities

The principal inland facility serving the state is the Container Corporation of India (CONCOR) inland container depot and multi-modal logistics park at Naya Raipur, which offers customs clearance, container stuffing and rail connectivity to the gateway ports. Clearing cargo at an inland depot rather than at the port means the container travels to the seaport pre-cleared and sealed, which removes the exporter from the examination queue at the gateway and shortens overall transit. The industrial clusters at Urla, Siltara, Bhilai, Korba and Bilaspur feed this facility by road.

ii. Gateway Ports

Gateway port	Approximate road distance from Raipur	Best suited to
Visakhapatnam (Andhra Pradesh)	Approximately 550 km	East and Southeast Asia, Far East, Australia. The nearest coastline to Raipur and, for eastbound cargo, normally the lowest inland cost. Deep-draught container terminal.

Jawaharlal Nehru Port / BMCT (Maharashtra)	Approximately 1,150–1,200 km	Middle East, Europe, Africa, US East Coast. India's principal container gateway with the widest sailing frequency and the widest choice of carriers; rail rake services operate from Naya Raipur.
Haldia and Kolkata (West Bengal)	Approximately 700–750 km	Bangladesh, Myanmar, Southeast Asia, and breakbulk or project cargo. Draught restrictions apply to larger vessels.
Mundra (Gujarat)	Approximately 1,600 km	Middle East, Europe and North America where sailing schedules or carrier preference justify the longer inland leg.
Paradip (Odisha)	Approximately 550 km	Bulk and breakbulk cargo rather than containers.

iii. Indicative transit

As a planning assumption, road movement from Raipur to Visakhapatnam or Paradip takes one to two days; to Kolkata or Haldia, two to three days; to Jawaharlal Nehru Port or Mundra, three to four days. Rail rake movement to the west coast typically takes three to five days from the inland depot, subject to rake availability. To these must be added customs clearance, terminal handling and vessel cut-off, so a realistic factory-to-vessel window is one to two weeks for west coast routings and rather less for Visakhapatnam. Exporters should build these figures into delivery commitments rather than quoting on ocean transit alone.

iv. Heavy, oversized and project cargo

Much of what Chhattisgarh exports under Chapters 84 and 85 does not fit a standard container. Excavators, boiler drums, crusher bodies and fabricated structures move as out-of-gauge or breakbulk cargo on flat racks, open-top containers or, for the largest items, as project cargo. This changes the planning materially:

- Over-dimensional consignments require route surveys and state permits for road movement, and clearances must be sequenced before the vessel is booked.
- Flat-rack and open-top equipment is in shorter supply than standard boxes and should be secured early.
- Lashing, securing and marine survey requirements are stricter, and packing specifications should be agreed with the buyer in writing.
- Insurance should be arranged on terms appropriate to breakbulk carriage, which is not the same cover as containerised cargo.

For samples, spares and urgent components, air cargo is available through Swami Vivekananda Airport, Raipur, with onward connections through the metro gateways.



Finding Buyers

4. Finding Buyer

Identifying reliable international buyers is a critical step in expanding engineering goods exports from Chhattisgarh. Exporters can connect with potential buyers through multiple channels, including participation in international trade fairs, B2B meetings, buyer-seller meets, and market outreach programmes facilitated by Export Promotion Councils (EPCs), Indian Missions abroad, and country-specific trade desks. Becoming a member of the Engineering Export Promotion Council of India (EEPC India), the designated Export Promotion Council for engineering goods, provides exporters with access to verified buyer databases, overseas business delegations, trade exhibitions, market intelligence, and export promotion initiatives, thereby enhancing opportunities to establish long-term business relationships in global markets.

The following channels are mainly used to connect with international buyers.

4.1 Country Help Desk

Many countries operate dedicated trade helpdesks or enquiry points through their respective trade promotion bodies, ministries, or chambers of commerce. These helpdesks are established to facilitate transparent trade practices, enhance international buyer engagement, and support global market access.

Importantly, these helpdesks are functional and accessible to importers from other countries and serve as valuable points of contact.

Table 6: Major Country Helpdesks for buyer identification

Country / Region	Helpdesk Name	Operating Agency	Scope & Services	Official Website
European Union	Access2Markets (formerly EU Trade Helpdesk)	European Commission (Directorate-General for Trade)	Provides market specifics by HS code—tariffs, regulatory reqs, VAT, customs procedures, trade barriers, statistics; interactive helpdesk support etc	https://trade.ec.europa.eu/access-to-markets

Country / Region	Helpdesk Name	Operating Agency	Scope & Services	Official Website
United States	International Trade Administration (ITA) – Contact Us	U.S. Department of Commerce	Offers one-on-one expert assistance, barrier reporting, trade compliance, market guides, importer/exporter support	https://www.trade.gov/contact-us
United Kingdom	UK Trade Info – Customer Services	HM Revenue & Customs (HMRC) / Dept. for Business and Trade	Assists with import statistics, Intrastat, tariff classification, data tables, API help, import controls, guidance via email/phone	https://www.uktradeinfo.com/help-and-support
Japan	Japan Customs Tariff Consultation	Japan Customs	Provides import tariff information, HS classification, regulation guidance via online tools and documentation	http://www.customs.go.jp/english/tariff/
China	Global Trade Helpdesk (Chinese version)	ITC + CCPIT & Chinese Customs/MOFCOM	Multilingual portal covering tariffs, import/export data, SPS/TBT measures, trade finance, e-commerce; central service center in Xiamen	https://globaltradehelpdesk.org (Chinese version)

4.2 Trade Fairs & Exhibitions

For capital goods and engineering products, the trade fair remains the most efficient route to a qualified overseas buyer. A visitor to a machine tool or construction equipment exhibition is a technical buyer with a specification in hand, and a single edition puts an exporter in front of a concentration of them that no amount of correspondence will replicate. The fairs below are the ones that matter for the product basket set out in Table 1.

Table 7: Principal international exhibitions for engineering goods

Exhibition	Focus	Venue	Next edition
Hannover Messe	Industrial technology, mechanical and electrical engineering, energy, automation	Hannover, Germany	5–8 April 2027
EMO	Metalworking, machine tools, manufacturing technology	Fiera Milano, Italy	4–8 October 2027

bauma	Construction and mining machinery, construction vehicles and equipment	Munich, Germany	3–9 April 2028
Automechanika Frankfurt	Automotive parts, components, accessories, workshop equipment	Frankfurt, Germany	8–12 September 2026
Automechanika Dubai	Automotive aftermarket for the Middle East and Africa	Expo City Dubai, UAE	10–12 November 2026
Big 5 Global	Construction, building materials and equipment for the Gulf and wider region	Dubai World Trade Centre, UAE	23–26 November 2026
IMTEX, Tooltech and Digital Manufacturing	Metal cutting, machine tools, manufacturing technology — South and Southeast Asia's largest	BIEC, Bengaluru, India	21–27 January 2027
EXCON	Construction equipment and technology — South Asia's largest	BIEC, Bengaluru, India	December 2027

The two Indian exhibitions are worth attending even by an exporter with no immediate plan to exhibit abroad. IMTEX and EXCON both draw substantial overseas buyer delegations, and the cost of participation is a fraction of an overseas stand.

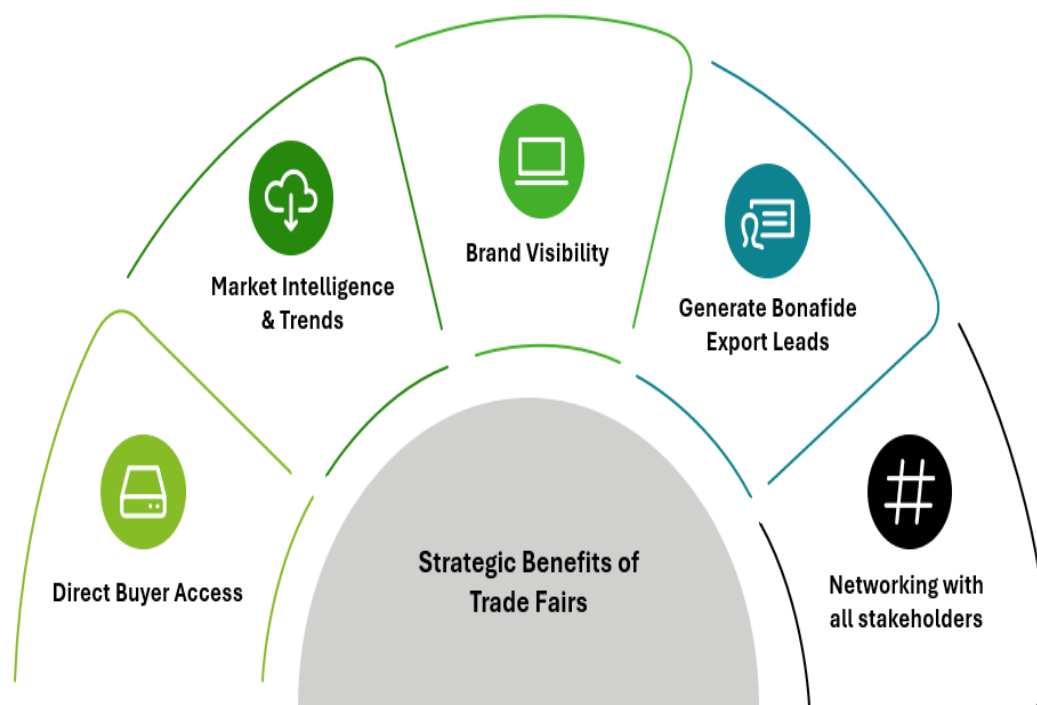
Participating through EEPC India

EEPC India, as the Export Promotion Council for engineering goods, organises India pavilions and group participation at most of the fairs listed above. Group participation through the Council is normally the sensible route for a first-time exhibitor: the Council negotiates stand space, handles the fair authority relationship, arranges the pavilion build and provides on-site support, and financial assistance towards participation may be available under the Market Access Initiative. EEPC India also organises its own buyer-facing events, including the India Engineering Sourcing Show and overseas buyer-seller meets and delegations.

Planning a participation

- Begin twelve months out. Space allocation at the major fairs closes early, and the best halls close earliest.
- Confirm the MAI application route and timelines with EEPC India before committing to stand costs.

- Move exhibits on an ATA Carnet where the goods will return, which avoids duty and deposit in the host country.
- Apply for visas at least eight weeks ahead; Schengen appointment availability is the usual constraint for European fairs.
- Brief the commercial wing of the Indian Mission in the host country in advance — they can help identify buyers to invite to the stand.
- Prepare technical literature to the standards the market expects, with metric specifications, applicable EN or ASTM references, and available certifications stated.



4.3 Trade Associations

Buyer Databases & Referrals

Maintain curated databases of potential buyers, distributors, and trade leads—often shared with member exporters or through private sessions

Networking Events & B2B Forums

Facilitate structured networking events, matchmaking sessions, and reverse buyer-seller meets alongside major trade fairs or stand-alone platforms



Market Entry Facilitation:

Provide critical insights on customs regulations, product conformity, market access challenges, and assist in navigating local trade environments

Trade Missions & Delegations

Trade associations frequently organize outbound and inbound buyer-seller meets, industry delegations, and government-supported trade missions—connecting local suppliers with vetted international buyers.

Trade associations, industry bodies, and export promotion councils are central to creating structured platforms for international trade engagement. These organizations operate as sectoral aggregators, advocacy bodies, and facilitators of global trade relationships. For exporters, particularly in sectors like industrial and engineering goods, trade associations can offer direct access to qualified buyers, market linkages, and collaborative opportunities.

Table 8: Major Global Trade Associations for Engineering Goods

Association	Sector/Scope	Region	Website
World Federation of Engineering Organizations (WFEO)	Global umbrella body representing engineering institutions and professionals across disciplines	Global	https://www.wfeo.org/
Orgalim – Europe’s Technology Industries	Mechanical engineering, electrical engineering, electronics, ICT and metal technology industries	Europe (EU)	https://www.orgalim.eu/
VDMA (German Mechanical)	Mechanical and plant engineering, manufacturing machinery	Germany / Europe	https://www.vdma.eu/

Association	Sector/Scope	Region	Website
National Association of Manufacturers (NAM)	Manufacturing and engineering industries across all industrial sectors	United States	https://www.nam.org/
Japan Electrical Manufacturers' Association (JEMA)	Electrical equipment, power systems, industrial machinery, home appliances	Japan	https://www.jema-net.or.jp/English/
Institute of Electrical and Electronics Engineers (IEEE)	Electrical, electronics, automation, ICT and engineering standards	Global	https://www.ieee.org/
ASME (American Society of Mechanical Engineers)	Mechanical engineering, manufacturing, pressure equipment, industrial systems	Global / USA	https://www.asme.org/
ASCE (American Society of Civil Engineers)	Civil engineering, infrastructure and construction-related engineering	Global / USA	https://www.asce.org/
American Welding Society (AWS)	Welding, fabrication, inspection and joining technologies	Global / USA	https://www.aws.org/
American Society for Nondestructive Testing (ASNT)	NDT inspection, quality assurance and testing	Global / USA	https://www.asnt.org/
European Council of Civil Engineers (ECCE)	Civil engineering associations and policy advocacy	Europe	https://www.ecceengineers.eu/
Pan American Union of Engine	Engineering organizations across the Americas	North & South America	https://www.upadi.org/

Table 9: Major Trade Associations / Chambers in the United States of America

Sr.No	Association Name	Address (with City & ZIP)	Phone	Email	Website
1	American Chamber of Commerce Executives	4232 King Street, Alexandria (22302)	703-998-0072	webmaster@acce.org	http://www.acce.org
2	United States Chamber of Commerce	1615 H Street, N.W., Washington (20062)	202-659-6000	membership@uschamber.com	http://www.uschamber.org/
3	Chamber Alliance of New York State	152 Washington Avenue, Albany (12210)	518-465-7511	mcgrawd@nysnet.net	http://www.canys.org
4	Association of Commerce and Industry of New Mexico	2309 Renard Pl SE Ste 301, PO Box 9706, Albuquerque (87119)	505-842-0644	aci@nm.net	http://www.aci.nm.org
5	Maryland Chamber of Commerce	60 West Street, Suite 100, Annapolis (21401)	410-269-0642	mcc@mdchamber.org	http://www.mdchamber.org
7	Georgia Chamber of Commerce	235 Peachtree Street N. E., #900, Atlanta (30303)	404-223-2264	lindsay@gachamber.org	http://www.gachamber.com
8	Maine State Chamber of Commerce	7 University Dr., Augusta (04330)	207-623-4568	info@mainechamber.org	http://www.mainechamber.org
9	Texas Association of Business and Chambers of Commerce	1209 Nueces Street, Austin (78701)	512-477-6721	bhammond@tabcc.org	http://www.tabcc.org
10	Louisiana Association of Business and Industry	3113 Valley Creek Drive, PO Box 80258, Baton Rouge (70898)	504-928-5388	labi@labi.org	http://www.labi.org
11	Greater North Dakota Association	2000 Schafer Street, PO Box	701-222-0929	gnda@gnda.com	http://www.gnda.com

Sr.No	Association Name	Address (with City & ZIP)	Phone	Email	Website
		2639, Bismarck (58502)			
12	Bismarck - Mandan Chamber of Commerce	2000 Schafer St., PO Box 1675, Bismarck (58502)	701-223-5660	office@chmbr.org	http://www.chmbr.org/
13	Idaho Association of Chambers of Commerce	PO Box 2368, Boise (83701)	208-472-5221	mcarlson@boisechamber.org	http://www.boise.org
14	Greater Boston Chamber of Commerce	1 Beacon Street 4th Floor, Boston (02108)	617-227-4500	pguzzi@bostonchamber.com	http://www.bostonchamber.com
15	Association of Equipment Manufacturers (AEM)	6737 W. Washington St., Suite 2400, Milwaukee, WI 53214-5650, USA	+1 414-272-0943	info@aem.org	https://www.aem.org/
16	AMT – The Association For Manufacturing Technology	7901 Jones Branch Drive, Suite 900, McLean, VA 22102-4206, USA	+1 703-893-2900 (Toll Free: +1 800-524-0475)	AMT@AMTonline.org	https://www.amtonline.org/home
17	MHI (Material Handling Industry)	8720 Red Oak Blvd., Suite 201, Charlotte, NC 28217-3996, USA	+1 704-676-1190	customerservice@mhi.org	https://www.mhi.org/
18	PMMI – The Association for Packaging and Processing Technologies	12930 Worldgate Drive, Suite 200, Herndon, VA 20170-6037, USA	+1 571-612-3200 (Toll Free: +1 888-ASK-PMMI)	info@pmmi.org	https://www.pmmi.org/

Table 10: Major Trade Associations / Chambers in Europe & China

Sl. No	Name of the Chamber	Address	Phone	Email	Website
Italy					
1	Unione Italiana delle Camere di Commercio, Industria, Artigianato e Agricoltura	Piazza Sallustio 21, ROMA 00187	+39-6-4704207	segreteria.generale@unioncamere.it	http://www.unioncamere.it
Spain					
2	Consejo Superior de Camaras de Comercio, Industria y Navegacion de Espana	Velazquez 157, MADRID 28002	+34-91-5906900	ext.boni@cscamaras.es	http://www.camerdata.es/info/txtconsejoh.htm
3	Alava Chamber of Commerce and Industry	C/ Eduardo Dato 38, ALAVA 01005	+34-945-141800	ccialava@jet.es	http://www.camerdata.es/camaras/alava
4	Albacete Chamber of Commerce and Industry	C/ Tesifonte Gallego, 22, ALBACETE 02002	+34-967-590093	ccialbacete@camerdata.es	http://www.camerdata.es/albacete/
5	Camara de Comercio e Industria de Alcoy	C/ Sant Francesc, 10, ALCOY 03801	+34-965-549100	correo@camaracomalcoy.es	—
6	Alicante Chamber of Commerce and Industry	C/. San Fernando 4, ALICANTE 03002	—	general@camara--alc.es	http://www.camerdata.es/camaras/alicante
7	Camara Oficial de Comercio, Industria y Navegacion de Alicante	San Fernando 4, ALICANTE 03002	+34-965-201133	camaraor@dipl-alicant.es	—
8	Avila Chamber of Commerce and Industry	C/. Eduardo Marquina 6, AVILA 05001	+34-920-211173	ca0500@camerdata.es	http://www.camerdata.es/avila
Germany					
9	Association of German Chambers of Commerce and Industry	Breite Strasse 29, BERLIN D-10178	+49-30-20308-0	dihk@bonn.dihk.de	http://www.ihk.de

Sl. No	Name of the Chamber	Address	Phone	Email	Website
10	Chamber of Commerce and Industry Aachen	Theaterstrasse 6-10, AACHEN D-52062	+49-241-4460-0	info@aachen.ihk.de	http://www.aachen.ihk.de/
11	IHK fuer das südwestliche Westfalen zu Arnsberg	Koenigstrasse 18-20, ARNSBERG D-59818	+49-2931-878-0	ihk@arnsberg.ihk.de	http://www.ihk-arnsberg.de
12	Chamber of Commerce and Industry Aschaffenburg	Kerschensteiner strasse 9, ASCHAFFENBURG 63741	+49-6021-880-0	ihk@aschaffenburg.ihk.de	http://www.aschaffenburg.ihk.de
13	Chamber of Commerce and Industry Oberfranken Bayreuth	Bahnhofstrasse 25-27, BAYREUTH 95444	+49-921-886-0	ihk.bt@bayreuth.ihk.de	http://www.bayreuth.ihk.de
14	Berlin Chamber of Commerce	Fasanenstrasse 85, BERLIN D-10623	+49-30-31510669	bao@berlin.ihk.de	http://www.berlin.ihk.de
China					
15	All-China Federation of Industry and Commerce	No.1 Floor C Lanyu building, 100011 BEIJING	+86-10-62389641	acfic@datachina.com.cn	http://www.datachina.com.cn
16	China Council for the Promotion of International Trade	1 Fuxing menwai Street, 100860 BEIJING	+86-10-68013344	ccpitweb@public.bta.net.cn	http://www.ccpit.org/
17	ICC China - China Chamber of International Commerce	1, Fung Xing Men Wai Street, 100860 BEIJING	+86-10-6804-1275	hfli@public.east.cn.net	http://www.icc-china.org
18	China Chamber of International Commerce - Beijing Chamber	100011 BEIJING	+86-10-64250792	ccoicbj@public.bta.net.cn	http://www.ccpitbj.com
19	CCPIT Jilin Chamber of Commerce	81 Stalin Street, 130021 CHANGCHUN	+86-431-5625201	webmaster@jl.org	http://www.jl.org/ccpit/
20	CCPIT Guangzhou Sub-Council	Rm. 809 Guangzhou	020 87754818	Liaision@ccpitgz.com.cn	http://www.ccpitgz.com.cn

Sl. No	Name of the Chamber	Address	Phone	Email	Website
		World Trade Center,			
21	CCPIT Guangdong Sub-council	Central Hotel Jichang Road, 969, 510405 GUANGZHOU	020 86577298	ccpit@public.guangzhou.gd.cn	http://www.getgd.net



Conclusion

5. Conclusion

This Export Guide for Engineering Goods has been carefully developed as a comprehensive, end-to-end reference tool for exporters aiming to initiate or scale up their international trade operations. Anchored in the context of Chhattisgarh's industrial strengths, it offers a structured overview of the export lifecycle—from understanding the product profile and compliance landscape to identifying tariffs, navigating regulatory requirements, and engaging with buyers.

The guide consolidates vital information essential for exporters, including applicable export rules and documentation protocols; tariffs, duties, country-specific import duties; certification and declarations, and strategies for effective buyer identification through resources such as country helpdesks, trade fairs, and trade associations.
