



# EXPORT GUIDE : IRON & STEEL

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# Introduction

## 1. Introduction: Iron and Steel in Chhattisgarh

Chhattisgarh is bestowed with world class iron ore deposits associated with Precambrian rocks stretching from Bailadila to Rajhara in southwestern Chhattisgarh. They are primarily located in the districts of Dantewada, Bastar and Kanker, which provides the State with strong foundational advantage for steel production. Over the years, Chhattisgarh has emerged as a powerhouse of India's Iron and Steel Industry.

The sector plays a pivotal role in the state's economy, contributing substantially to its Gross State Domestic Product and providing vast employment opportunities, both direct and indirect. Major public sector enterprises, such as Bhilai Steel Plant (BSP) under Steel Authority of India Limited (SAIL), have historically been cornerstones of the industry. In recent decades, the landscape has diversified with the establishment of numerous private sector steel units, ranging from large-scale integrated plants to smaller sponge iron and re-rolling mills. This robust presence has not only bolstered national steel production but also spurred the growth of ancillary industries and infrastructure development within the state. The State also is a net exporter of Iron & Steel products to various parts of the world.

In this context, this Export Guide serves as a quick reference for exporters of Iron & Steel products from the state, offering information on markets, procedures, and facilitation support.





# Products & Markets

## 2. Know Your Product & Market

Iron, steel and its related products consistently rank among the top five export commodities from Chhattisgarh, highlighting the sector's pivotal role in the State's economic basket.

Potential export markets have been identified based on a combination of key trade indicators. These include countries with the highest global import share for the target product category, a consistent increase in import demand over recent years, low applied tariff rates, and a relatively lower incidence of non-tariff measures (NTMs). This approach ensures market prioritization where entry barriers are minimal and commercial opportunities are substantial, thereby enhancing the export viability and competitiveness of the product.

### 2.1 Top Iron & Steel Commodities Exported from Chhattisgarh:

The top Iron and Steel products (under HS Chapter 72 & 73) exported from Chhattisgarh in FY 2023-24 at HS 4 digit are listed in the table below. Major export destinations in FY 2023-24 for these products include Italy, Mexico, UAE and Nepal.

High potential markets for top Iron and Steel products from the State spans across Europe, Africa, Southeast Asia. These markets include South Africa, Spain, Turkey, Indonesia, South Korea, Italy, Germany etc

**Table 1: Top Iron & Steel products exported from Chhattisgarh (HS Chapter 72 & 73<sup>1</sup>) in FY 2023-24, with export destinations and high potential markets<sup>2</sup>**

Sl.no	HS Code	Commodity Description	Export Destination	Potential Market <sup>3</sup>
1	7206	Iron and Non-Alloy Steel in Ingots or other primary form	Italy	El Salvador; Spain; South Africa
2	7207	Semi-Finished Products of Iron or Non- Alloy Steel	Italy	Türkiye; Indonesia; Taiwan; Saudi Arabia
3	7208	Flat-Rolled Products of Iron or Non-Alloy Steel	Mexico	Italy; South Korea; Germany.
4	7202	Ferro-Alloys	United Arab Emirates	China; Japan; Indonesia
5	7213	Bars and Rods, Hot-Rolled, in Irregularly Wound Coils, of Iron	Nepal	USA; Romania; Belgium
6	7302	Rly and Tramway Track Construction Material	U S A	Germany; Italy, Canada, France
7	7306	Other Tubes, Pipes and Hollow Profiles	United Arab Emirates	USA; Germany; Canada; France
8	7308	Structures (Prefabricated buildings of heading No.9406)	Tanzania Rep	USA, Germany; UK; France
9	7307	Tube or Pipe Fittings (For e.g., Couplings, Elbow etc)	U S A	Germany; Canada; China; Saudi Arabia
10	7325	Other cast articles of Iron & Steel	Australia	USA; Germany; Italy; France; UK

Source: DGCIS

<sup>1</sup> [https://www.dgciskol.gov.in/writereaddata/Downloads/20170601184946CHP\\_73.pdf](https://www.dgciskol.gov.in/writereaddata/Downloads/20170601184946CHP_73.pdf)

<sup>2</sup> [https://www.wcoomd.org/-/media/wco/public/global/pdf/topics/nomenclature/instruments-and-tools/hs-nomenclature-older-edition/2007/hs-2007/1572\\_2007e.pdf?la=zh-CN](https://www.wcoomd.org/-/media/wco/public/global/pdf/topics/nomenclature/instruments-and-tools/hs-nomenclature-older-edition/2007/hs-2007/1572_2007e.pdf?la=zh-CN)

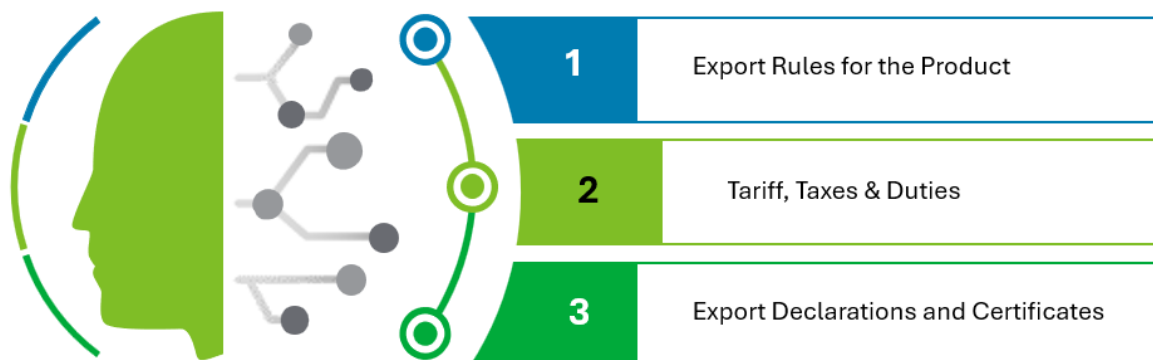
<sup>3</sup> To estimate potential markets, factors like the largest importers of the product, tariffs charged, trade complementarity with India, and countries that have fewer non-tariff barriers were considered.

# Export Compliances

## 3. Know Your Compliances: Market Access

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

To access markets, you should look at:



### 3.1 Export Rules for Your Product

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)

**All Iron and Steel products under HS Chapters 72 & 73 are free**, which means, export is permitted without a license from DGFT.

**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 2023<sup>4</sup>, 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 Iron and steel and its 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.<sup>5</sup> This is mandatory requirement for all third-party exporters.

**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.<sup>6</sup>

**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.<sup>7</sup>

**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)

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<sup>4</sup> Para 2.41 of FTP 2023

<sup>5</sup> Para 2.42 of FTP 2023

<sup>6</sup> Para 2.43 of FTP 2023

<sup>7</sup> Para 2.44 of FTP 2023



### 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 shall note that all direct and indirect export of iron, steel, and other metals [Chapter 72 to 83 of ITC(HS)] to North Korea are prohibited.<sup>8</sup>

## 3.2. Know Your Tariffs, Taxes and Duties

Every export order attracts various lines of tariffs, taxes and duties, 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 Iron and Steel products exported from Chhattisgarh.

### 3.2.1 Custom Duty on Export

Government of India has powers to levy of export duty on goods exported from India under the Customs Act, 1962 at the rates specified under the Second Schedule to the Customs Tariff Act, 1975. The rate of export duty can be increased in terms of Section 8(1) of the Customs Tariff Act by way of issuance of notifications for carrying out any amendment in the existing entries in the Second Schedule. Similarly, notifications can be issued in terms of Section 25(1) of the Customs Act for granting exemption from payment of export duty, as provided under the Second Schedule.

Presently, the rates specified under the Second Schedule to the Customs Tariff Act, 1975, applied on relevant HS code exported by State of Chhattisgarh are as follows<sup>9</sup>:

**Table 2: Customs duty on top Iron & Steel products exported from Chhattisgarh**

Sl. No	HS 4 digit level	Description of article	Rate of duty
1.	7201	Pig iron and spiegeleisen in pigs, blocks or other primary forms	20%
2.	7203	Ferrous products obtained by direct reduction of iron ore and other spongy ferrous products, in lumps, pellets or similar forms; iron having minimum purity by weight of 99.94% in lumps. pellets or similar form	20%
3.	7207	Semi-finished products of iron or non-alloy steel	20%

<sup>8</sup> Para 2.18 of FTP 2023 read with Appendix I

<sup>9</sup> The Second Schedule - Export Tariff, The Customs Tariff Act, 1975

4.	7208	Flat rolled products of iron or non-alloy steel, hot rolled, not clad, plated or coated	20%
5.	7210	Flat rolled products of iron or non-alloy steel, clad, plated or coated	20%
6.	7216	Angles, shapes and sections of iron or non-alloy steel	20%
7.	7219	Flat-rolled products of stainless steel, of a width of 600 mm or more	15%
8.	7222	Other bars and rods of stainless steel; angles, shapes and sections of stainless steel	15%

### 3.2.2 IGST & GST

Under the Goods and Services Tax (GST) regime in India, the applicable GST rate **on most iron and steel products (under HS Chapters 72 and 73) is 18%. However, exports** are treated as **“zero-rated supplies”** under Section 16 of the Integrated Goods and Services Tax (IGST) Act, 2017.

This means that exports are not taxed, and exporters can claim a refund on the taxes they paid for goods or services used to produce those exports. Exporters can access link for claiming refund of Input Tax Credit (ITC) paid on exports:

[https://tutorial.gst.gov.in/userguide/refund/Refund\\_of ITC paid on Exports of Goods\\_and\\_Services\\_without\\_payment\\_of\\_Integrated\\_Tax.htm](https://tutorial.gst.gov.in/userguide/refund/Refund_of_ITC_paid_on_Exports_of_Goods_and_Services_without_payment_of_Integrated_Tax.htm)

All Updated GST rates, Exporters can access link <https://cbic-gst.gov.in/hindi/gst-goods-services-rates.html>

Exporters must have a GST Letter of Undertaking (LUT). All exports to foreign countries or to Special Economic Zones (SEZs) are required to attach a Letter of Undertaking (LUT) in Form GST RFD-11 (via the GST portal), to get exemptions from Integrated Goods and Services Tax (IGST). How to file LUT: Exporters can access link [https://tutorial.gst.gov.in/userguide/refund/Furnishing\\_of\\_Letter\\_of\\_Undertaking.htm](https://tutorial.gst.gov.in/userguide/refund/Furnishing_of_Letter_of_Undertaking.htm)

### 3.2.3 Cess on Iron Ore

Under The Iron Ore Mines, Manganese Ore Mines and Chrome Ore Mines Labour Welfare Cess Act, 1976, the central government has fixed a rate of **rupees one per metric tonne** at which customs and excise duty on all Iron ore produced in any mine, shall be levied and collected as cess.

### 3.2.4 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 iron & steel commodities in major export destinations.

**Table 3: Tariffs levied by Chhattisgarh's top export destinations for Iron & Steel products under HS Chapters 72 & 73**

HS Code	Major Importers	Average tariff (%)
<b>7206</b>	Italy, El Salvador, Spain, South Africa	0
	Saudi Arabia	10.9
<b>7207</b>	Türkiye	9.1
	United states of America (USA)	0.2
<b>7208</b>	Italy, South Korea, Germany	0
	Türkiye	11.4
	Viet Nam	1.4
	China	2.2
<b>7202</b>	USA	1.2
	Japan	1.1
	Korea, Republic of	1.7
	USA	0.1
<b>7213</b>	Israel, Romania, Belgium	0
	Thailand	4.5
<b>7302</b>	Italy, Germany, USA, France	0.1
	Canada	0.4
<b>7306</b>	Germany, France, Poland	0
	Canada, USA	0.3
<b>7308</b>	Germany, UK, France	0
	South Korea	0.8
<b>7307</b>	China	5.8
	Saudi Arabia	11.1
	USA	2.2
<b>7325</b>	Germany, Italy, France	0.7
	UK	0

Source: ITC Trade Map

### 3.4 Export Certifications

Exporters may note that the Export Inspection Council (EIC), established under the Export (Quality Control and Inspection) Act, 1963, to exercise quality control and inspection for ensuring that the products meant for export are complying to the importing country's requirements.

Presently, **Iron and steel products does not come under the list notified for mandatory pre-shipment inspection and certification prior to export from India.** In cases, the products which are not notified under Export (Quality Control and Inspection) Act, 1963, but importing country require Certificate of Compliance from Competent Authority of exporting country, Exporters may utilize the Voluntary Certification Scheme to facilitate the export trade. For more information, visit the [following link](#)<sup>10</sup>

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

One such voluntary standards are laid down by the International Organization for Standardization (ISO). ISO is a worldwide federation of national standards bodies. ISO has developed International Standards for iron and steel products namely ICS 77.140. ISO International Standards and other ISO deliverables (TS, PAS, IWA, TR) are voluntary.

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

#### 3.4.1 Common testing and certifications for Iron & Steel 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 Iron and Steel products are listed below.

**Table 4: Indicative testing and voluntary certifications commonly requested for Iron and Steel products:**<sup>11</sup>

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

<sup>10</sup> <https://eicindia.gov.in/WebApp1/pages/menuInfo/documents.xhtml>

<sup>11</sup> Europe: EN standards (e.g., EN 10025, EN 10204, EN 1090), CE marking for construction products  
USA: ASTM (A36, A572, etc.), ASME, AISI, AWS D1.1  
Japan: JIS standards (e.g., JIS G3101, G3131), stringent NDT & fatigue requirements



<b>3</b>	Mechanical Properties	Impact Test (Charpy V-notch)	Ensures toughness at varying temperatures	Europe (EN standards), Japan
<b>4</b>	Mechanical Properties	Hardness Test (Brinell, Rockwell, Vickers)	Measures resistance to indentation	All Markets
<b>5</b>	Mechanical Properties	Fatigue Test	Evaluates durability under cyclic loading	Aerospace, Auto (USA, EU)
<b>6</b>	Dimensional & Visual	Dimension Measurement	Validates tolerances and conformance to drawings	All Markets
<b>7</b>	Dimensional & Visual	Surface Roughness	Required for coatings and friction-sensitive applications	EU, Japan
<b>8</b>	Corrosion & Coating	Salt Spray Test	Simulates corrosion environment for coated/galvanized steels	Europe, USA
<b>9</b>	Corrosion & Coating	Coating Mass Test	Determines zinc or other protective coating weight	USA (ASTM), EU (EN ISO)
<b>10</b>	Corrosion & Coating	Pencil Hardness & Cross-Cut Test	Evaluates paint or coating adhesion/hardness	EU (EN 13523) <sup>12</sup> , USA
<b>11</b>	Structural Analysis	Microstructure & Macro-Etching	Examines grain structure and phase composition	All Markets
<b>12</b>	Structural Analysis	Spheroidal Graphite Analysis	Specific to ductile iron castings	Japan, EU
<b>13</b>	Non-destructive Testing	Ultrasonic, Radiographic, Magnetic Particle, Dye Penetrant	Detects internal and surface flaws	Aerospace, Auto, Rail (Global)
<b>14</b>	Non-destructive Testing	Radiation Inspection	For railway and high-risk applications	EU, Japan
<b>15</b>	Welding Certification	EN ISO 9606 / ASME Section IX	Required for welded structural products	EU (EN 1090), USA

<sup>12</sup> 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

<b>16</b>	Product-Specific Tests	Flattening/Flaring/Deformed Bar Tests	Required for pipes, rebar, and tubes	Construction sector (Global)
<b>17</b>	Product-Specific Tests	Steel Strand & Fastener Tests	Validates high-tension applications	USA, EU
<b>18</b>	Certification & Traceability	EN 10204 (3.1 / 3.2) Mill Test Certificates	Required for third-party traceable documentation	Europe, USA, Japan
<b>19</b>	Certification & Traceability	CE Marking / EN 1090 for Structural Steel	Legal requirement for structural products in EU	European Union

**Table 5: List of third-party testing and certification organizations for exporters in Chhattisgarh**

Organisation Name	Role	Office Address
TÜV SÜD South Asia	CE certification for construction and other products	House No. 130, Rohit Nagar Phase - II, Bawadia Kala Near Bank of Baroda Bhopal – 462039, Madhya Pradesh Phone: +91-8878548666 / +91-8818836508 <a href="mailto:info.in@tuvsud.com">info.in@tuvsud.com</a> <a href="http://www.tuvsud.com/en-in">www.tuvsud.com/en-in</a>
SGS India Pvt Ltd	Testing, inspection, and CE marking support	SGS - India - Visakhapatnam Plot No.63, AEP (Apparel Export Park), “E Block”, Auto Nagar, Visakhapatnam, Andhra Pradesh, 530012
UL India Pvt Ltd	CE marking, testing, and conformity assessment	UL - EMC Laboratory (UL India Private Limited) 30/A 1st Stage, Visvesvaraya Industrial Estate, Doddanakundi Industrial Area 2, Bengaluru - 560 048
BSI Group India Pvt Ltd	Certification under EU CPR	BSI Group India Private Limited 2nd Floor, 4A, PS Arcadia Central, Camac Street, Kolkata, West Bengal, 700017 Phone: +91 (0)33 2454 8802/03 Email: <a href="mailto:info.in@bsigroup.com">info.in@bsigroup.com</a>

### 3.4.2 Registration Cum Membership Certificate

The Registration-cum-Membership Certificate (RCMC) is issued by Export Promotion Councils (EPCs) or Commodity Boards in India. It is mandatory for availing export incentives under various schemes of the Government of India. In India, the **Engineering Export Promotion Council (EEPC)** is the nodal agency authorized to issue Certificate of Origin for Iron & Steel products.

### 3.4.3 Certificate of Origin

A Certificate of Origin is an important international trade document that certifies the country in which a product was manufactured or produced. This document also enables exporters to claim **tariff concessions or reduced duty rates** under specific **Free Trade Agreements (FTAs)** or **Regional Trade Agreements (RTAs)**.

### 3.4.4 How to obtain Registration Cum Membership Certificate from EEPC

EEPC is the nodal Export Promotion Council for all products related to Iron & Steel exports from Chhattisgarh. Step-by-step process to get RCMC from EEPC is listed below.

**Step 1:** Have a valid Import Export Code (IEC) issued by the DGFT

**Step 2:** Online Registration

- Visit the official EEPC India website: <https://www.eepcindia.org>.
- Go to the 'Membership' section and click on 'Apply for RCMC'.
- The page will redirect to DGFT portal. Apply for e-RCMC on DGFT portal with EEPC as preferred authority
- Register using your IEC number and contact details.

**Step 3:** Upload required documents.

- Self-certified copy of IEC
- Copy of GST Registration Certificate
- Copy of PAN card of the firm
- Declaration on company letterhead as per EEPC format
- Cancelled cheque or bank certificate.
- Board resolution/authorization letter in case of company.

**Step 4:** Pay Membership Fees

Annual membership fees vary based on firm turnover:

- INR 10,620 (including GST) for firms with turnover up to INR 50 Cr
- INR 15,340 (including GST) for firms with turnover above INR 50 Cr

Payment can be made online via net banking, credit/debit card.

**Step 5:** Issuance of RCMC

- Upon successful document verification and payment, EEPC will issue the RCMC.

- Applicant can download the RCMC from the EEPC membership portal.

**Validity & Renewal of RCMC:**

The RCMC issued by EEPC India is valid for 5 years from the date of issuance, subject to the payment of annual membership fees. Exporters must ensure timely renewal to avoid discontinuation of benefits.

**3.4.5 How to obtain Certificate of Origin from EEPC**

EEPC is also responsible for issuing Certificate of Origin for Iron & Steel exports from India. The step-by-step process for obtaining Certificate of Origin from EEPC is listed below.

**Step 1: Register on DGFT CoO e-platform**

- Go to <https://coo.dgft.gov.in>
- Register as an exporter using your IEC number.
- Authenticate with OTP/email and create login credentials.

**Step 2: Log in and Apply for Certificate of Origin**

- Select EEPC India as the issuing agency from the dropdown list.
- Choose the appropriate CoO type: Preferential or Non-Preferential.

**Step 3: Fill in necessary documents & details of export**

- Commercial Invoice
- Packing List
- Bill of Lading / Airway Bill
- Purchase Order / LC
- Manufacturing declaration (if required)
- Enter product details, HS code, destination, and shipment information

**Step 4: Submit Application and Make Payment**

- Submit the filled application online.
- Pay the applicable fees via net banking or credit/debit card.

**Step 5: Verification and approval by EEPC**

- EEPC officials review and verify your application and documents.
- Respond to any queries raised for additional information.

**Step 6: Download the Certificate of Origin**

- Once approved, download the digitally signed Certificate of Origin from the portal.





# Finding Buyers

## 4. Find Your Buyer

Identifying reliable buyers is a critical step in expanding export opportunities for producers and manufacturers in Chhattisgarh. Exporters can explore multiple channels to connect with international buyers, including approaching country held desks, participation in trade fairs, B2B meetings, and buyer-seller meets facilitated by Export Promotion Councils and Indian Missions abroad.

Exporters may identify the buyers in foreign markets for iron and steel by directly becoming member of Engineering Export Promotion Council. It is one of the Export Promotion Councils (EPCs) established with the objective to promote and develop Indian exports.

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.

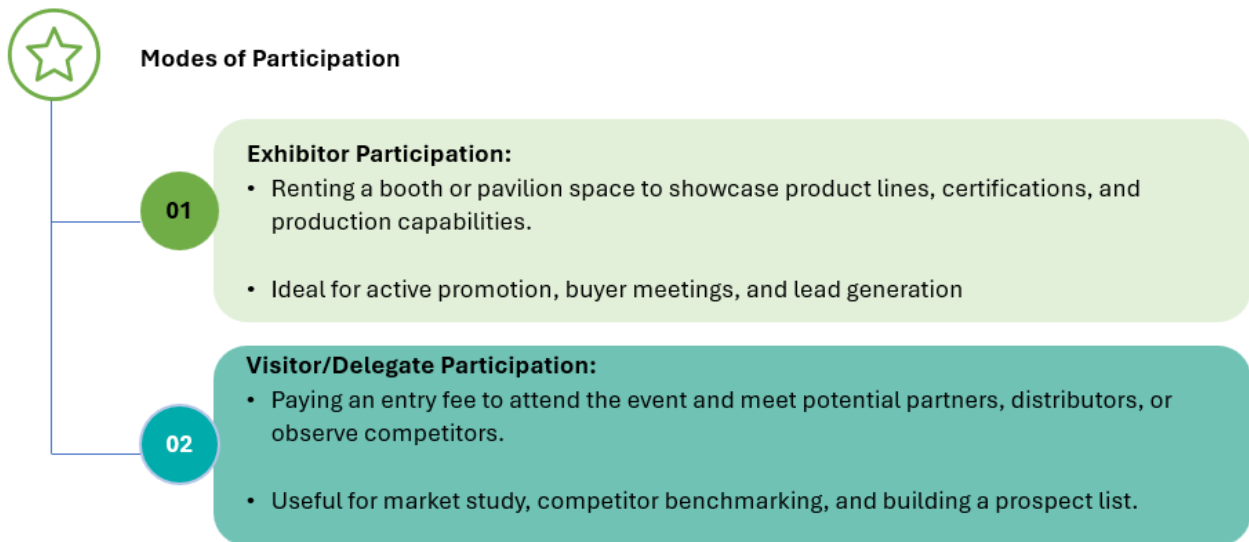
Importantly, these helpdesks are functional and accessible to importers from other countries and serve as valuable points of contact.

**Table 6: Major Country Helpdesks for buyer identification**

Country / Region	Helpdesk Name	Operating Agency	Scope & Services	Official Website
European Union	<i>Access2Markets</i> (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	<a href="https://trade.ec.europa.eu/access-to-markets">https://trade.ec.europa.eu/access-to-markets</a>
United States	<i>International Trade Administration (ITA) – Contact Us</i>	U.S. Department of Commerce	Offers one-on-one expert assistance, barrier reporting, trade compliance, market guides, importer/exporter support	<a href="https://www.trade.gov/contact-us">https://www.trade.gov/contact-us</a>
United Kingdom	<i>UK Trade Info – Customer Services</i>	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	<a href="https://www.uktradeinfo.com/help-and-support">https://www.uktradeinfo.com/help-and-support</a>
Japan	<i>Japan Customs Tariff Consultation</i>	Japan Customs	Provides import tariff information, HS classification, regulation guidance via online tools and documentation	<a href="http://www.customs.go.jp/english/tariff/">http://www.customs.go.jp/english/tariff/</a>
China	<i>Global Trade Helpdesk (Chinese version)</i>	ITC + CCPIT & Chinese Customs/MOF COM	Multilingual portal covering tariffs, import/export data, SPS/TBT measures, trade finance, e-commerce; central service center in Xiamen	<a href="https://globaltradehelpdesk.org">https://globaltradehelpdesk.org</a> (Chinese version)

## 4.2 Trade Fairs & Exhibitions

Trade fairs and international exhibitions remain one of the most effective and proven platforms for connecting exporters with global buyers, distributors, agents, and institutional procurement bodies. These events facilitate direct engagement, market visibility, and opportunity mapping, especially for exporters in highly competitive sectors such as iron, steel, and industrial products.



**Table 7: List of major trade fairs for Iron & Steel products**

Sl.no	Trade Fair	Venue	Frequen cy	Sector Focus	Website
1	Wire & Tube Trade Fair	April 2026, Düsseldorf, Germany	Biennial	Steel, tubes, wire tech, machinery	<a href="https://www.wire-tradefair.com">https://www.wire-tradefair.com</a>
2	Steel Fab	Jan 2026, Sharjah, UAE	Annual	Metal forming, steel fabrication	<a href="https://www.steelfabme.com">https://www.steelfabme.com</a>
3	Metal Expo	Nov 2025, Moscow	Annual	Metallurgy, steel, heavy industries	<a href="https://www.metal-expo.ru/en">https://www.metal-expo.ru/en</a>
4	Canton Fair (Phase 1)	Guangzhou, China	Biannual	Industrial goods, hardware, metals	<a href="https://www.cantonfair.org.cn">https://www.cantonfair.org.cn</a>
5	FABTECH	Sept 2025 / USA (various cities)	Annual	Welding, fabrication, industrial tools	<a href="https://www.fabtechexpo.com">https://www.fabtechexpo.com</a>

### 4.3 Trade Associations

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 iron, steel, and industrial goods, trade associations can offer direct access to qualified buyers, market linkages, and collaborative opportunities. The image below highlights roles played by trade associations in supporting exports.

#### 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.



**Table 8: Major Global Trade Associations for Iron & Steel**

Association	Sector/Scope	Region	Website
World Steel Association	Global steel industry	Global	<a href="https://www.worldsteel.org">https://www.worldsteel.org</a>
China Iron and Steel Association (CISA)	Iron & Steel, policy facilitation	China	<a href="http://www.chinaisa.org.cn">http://www.chinaisa.org.cn</a>
The Iron and Steel Institute (IOM3)	Metallurgy and materials	UK	<a href="https://www.iom3.org">https://www.iom3.org</a>
Japan Iron and Steel Federation	Industrial steel and R&D	Japan	<a href="https://www.jisf.or.jp/en/">https://www.jisf.or.jp/en/</a>
US Commercial Service (via Trade Associations)	Sectoral matchmaking & buyer events	USA	<a href="https://www.trade.gov">https://www.trade.gov</a>

**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	<a href="mailto:webmaster@accce.org">webmaster@accce.org</a>	<a href="http://www.acce.org">http://www.acce.org</a>
2	United States Chamber of Commerce	1615 H Street, N.W., Washington (20062)	202-659-6000	<a href="mailto:member@uschamber.com">member@uschamber.com</a>	<a href="http://www.uschamber.org/">http://www.uschamber.org/</a>
3	Chamber Alliance of New York State	152 Washington Avenue, Albany (12210)	518-465-7511	<a href="mailto:mcgrawd@nysnet.net">mcgrawd@nysnet.net</a>	<a href="http://www.canys.org">http://www.canys.org</a>
4	Association of Commerce and Industry of New Mexico	2309 Renard Pl SE Ste 301, PO Box 9706, Albuquerque (87119)	505-842-0644	<a href="mailto:aci@nm.net">aci@nm.net</a>	<a href="http://www.aci.nm.org">http://www.aci.nm.org</a>
5	Maryland Chamber of Commerce	60 West Street, Suite 100, Annapolis (21401)	410-269-0642	<a href="mailto:mcc@mdchamber.org">mcc@mdchamber.org</a>	<a href="http://www.mdchamber.org">http://www.mdchamber.org</a>
6	Antioch Chamber of Commerce	324 G Street, Antioch (94509)	925-757-1800	<a href="mailto:acoc@antiochchamber.com">acoc@antiochchamber.com</a>	<a href="http://www.antiochchamber.com">http://www.antiochchamber.com</a>
7	Georgia Chamber of Commerce	235 Peachtree Street N. E., #900, Atlanta (30303)	404-223-2264	<a href="mailto:lindsay@gachamber.org">lindsay@gachamber.org</a>	<a href="http://www.gachamber.com">http://www.gachamber.com</a>
8	Maine State Chamber of Commerce	7 University Dr., Augusta (04330)	207-623-4568	<a href="mailto:info@mainechamber.org">info@mainechamber.org</a>	<a href="http://www.mainechamber.org">http://www.mainechamber.org</a>

9	Texas Association of Business and Chambers of Commerce	1209 Nueces Street, Austin (78701)	512-477-6721	<a href="mailto:bhammond@tabcc.org">bhammond@tabcc.org</a>	<a href="http://www.tabcc.org">http://www.tabcc.org</a>
10	Louisiana Association of Business and Industry	3113 Valley Creek Drive, PO Box 80258, Baton Rouge (70898)	504-928-5388	<a href="mailto:labi@labi.org">labi@labi.org</a>	<a href="http://www.labi.org">http://www.labi.org</a>
11	Greater North Dakota Association	2000 Schafer Street, PO Box 2639, Bismarck (58502)	701-222-0929	<a href="mailto:gnda@gnda.com">gnda@gnda.com</a>	<a href="http://www.gnda.com">http://www.gnda.com</a>
12	Bismarck - Mandan Chamber of Commerce	2000 Schafer St., PO Box 1675, Bismarck (58502)	701-223-5660	<a href="mailto:office@chmbr.org">office@chmbr.org</a>	<a href="http://www.chmbr.org/">http://www.chmbr.org/</a>
13	Idaho Association of Chambers of Commerce	PO Box 2368, Boise (83701)	208-472-5221	<a href="mailto:mcarlson@boisechamber.org">mcarlson@boisechamber.org</a>	<a href="http://www.boise.org">http://www.boise.org</a>
14	Greater Boston Chamber of Commerce	1 Beacon Street 4th Floor, Boston (02108)	617-227-4500	<a href="mailto:pguzzi@bostonchamber.com">pguzzi@bostonchamber.com</a>	<a href="http://www.bostonchamber.com">http://www.bostonchamber.com</a>

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

Sl. No	Name of the Chamber	Address	Phone	Email	Website
<b>Italy</b>					
1	Unione Italiana delle Camere di Commercio, Industria, Artigianato e Agricoltura	Piazza Sallustio 21, ROMA 00187	+39-6-4704207	<a href="mailto:segreteria.generale@unioncamere.it">segreteria.generale@unioncamere.it</a>	<a href="http://www.unioncamere.it">http://www.unioncamere.it</a>
<b>Spain</b>					
2	Consejo Superior de Camaras de Comercio, Industria y Navegacion de Espana	Velazquez 157, MADRID 28002	+34-91-5906900	<a href="mailto:ext.boni@cscamaras.es">ext.boni@cscamaras.es</a>	<a href="http://www.camerdata.es/info/txtconsejoh.htm">http://www.camerdata.es/info/txtconsejoh.htm</a>
3	Alava Chamber of Commerce and Industry	C/ Eduardo Dato 38, ALAVA 01005	+34-945-141800	<a href="mailto:ccialava@jet.es">ccialava@jet.es</a>	<a href="http://www.camerdata.es/camaras/alava">http://www.camerdata.es/camaras/alava</a>

4	Albacete Chamber of Commerce and Industry	C/ Tesifonte Gallego, 22, ALBACETE 02002	+34-967-590093	<a href="mailto:ccialbacete@camerdata.es">ccialbacete@camerdata.es</a>	<a href="http://www.camerdata.es/albacete/">http://www.camerdata.es/albacete/</a>
5	Camara de Comercio e Industria de Alcoy	C/ Sant Francesc, 10, ALCOY 03801	+34-965-549100	<a href="mailto:correo@camaracomalcoy.es">correo@camaracomalcoy.es</a>	—
6	Alicante Chamber of Commerce and Industry	C/. San Fernando 4, ALICANTE 03002	—	<a href="mailto:general@camara--alc.es">general@camara--alc.es</a>	<a href="http://www.camerdata.es/camaras/alicante">http://www.camerdata.es/camaras/alicante</a>
7	Camara Oficial de Comercio, Industria y Navegacion de Alicante	San Fernando 4, ALICANTE 03002	+34-965-201133	<a href="mailto:camaraor@dipl-alicante.es">camaraor@dipl-alicante.es</a>	—
8	Avila Chamber of Commerce and Industry	C/. Eduardo Marquina 6, AVILA 05001	+34-920-211173	<a href="mailto:ca0500@camerdata.es">ca0500@camerdata.es</a>	<a href="http://www.camerdata.es/avila">http://www.camerdata.es/avila</a>
<b>Germany</b>					
9	Association of German Chambers of Commerce and Industry	Breite Strasse 29, BERLIN D-10178	+49-30-20308-0	<a href="mailto:dihk@bonn.dihk.de">dihk@bonn.dihk.de</a>	<a href="http://www.ihk.de">http://www.ihk.de</a>
10	Chamber of Commerce and Industry Aachen	Theaterstrasse 6-10, AACHEN D-52062	+49-241-4460-0	<a href="mailto:info@aachen.ihk.de">info@aachen.ihk.de</a>	<a href="http://www.aachen.ihk.de/">http://www.aachen.ihk.de/</a>
11	IHK fuer das südwestliche Westfalen zu Arnsberg	Koenigstrasse 18-20, ARNSBERG D-59818	+49-2931-878-0	<a href="mailto:ihk@arnsberg.ihk.de">ihk@arnsberg.ihk.de</a>	<a href="http://www.ihk-arnsberg.de">http://www.ihk-arnsberg.de</a>
12	Chamber of Commerce and Industry Aschaffenburg	Kerschensteiner strasse 9, ASCHAFFENBURG 63741	+49-6021-880-0	<a href="mailto:ihk@aschaffenburg.ihk.de">ihk@aschaffenburg.ihk.de</a>	<a href="http://www.aschaffenburg.ihk.de">http://www.aschaffenburg.ihk.de</a>
13	Chamber of Commerce and Industry Oberfranken Bayreuth	Bahnhofstrasse 25-27, BAYREUTH 95444	+49-921-886-0	<a href="mailto:ihk.bt@bayreuth.ihk.de">ihk.bt@bayreuth.ihk.de</a>	<a href="http://www.bayreuth.ihk.de">http://www.bayreuth.ihk.de</a>
14	Berlin Chamber of Commerce	Fasanenstrasse 85, BERLIN D-10623	+49-30-31510669	<a href="mailto:bao@berlin.ihk.de">bao@berlin.ihk.de</a>	<a href="http://www.berlin.ihk.de">http://www.berlin.ihk.de</a>
<b>China</b>					
15	All-China Federation of Industry and Commerce	No.1 Floor C Lanyu building, 100011 BEIJING	+86-10-62389641	<a href="mailto:acficic@datachina.com.cn">acficic@datachina.com.cn</a>	<a href="http://www.datachina.com.cn">http://www.datachina.com.cn</a>

16	China Council for the Promotion of International Trade	1 Fuxing menwai Street, 100860 BEIJING	+86-10-68013344	<a href="mailto:ccpitweb@public.bta.net.cn">ccpitweb@public.bta.net.cn</a>	<a href="http://www.ccpit.org/">http://www.ccpit.org/</a>
17	ICC China - China Chamber of International Commerce	1, Fung Xing Men Wai Street, 100860 BEIJING	+86-10-6804-1275	<a href="mailto:hfli@public.east.cn.net">hfli@public.east.cn.net</a>	<a href="http://www.icc-china.org">http://www.icc-china.org</a>
18	China Chamber of International Commerce - Beijing Chamber	100011 BEIJING	+86-10-64250792	<a href="mailto:ccoicbj@public.bta.net.cn">ccoicbj@public.bta.net.cn</a>	<a href="http://www.ccpitbj.com">http://www.ccpitbj.com</a>
19	CCPIT Jilin Chamber of Commerce	81 Stalin Street, 130021 CHANGCHUN	+86-431-5625201	<a href="mailto:webmaster@jl.org">webmaster@jl.org</a>	<a href="http://www.jl.org/ccpit/">http://www.jl.org/ccpit/</a>
20	CCPIT Guangzhou Sub-Council	Rm. 809 Guangzhou World Trade Center,	020 87754818	<a href="mailto:Liaision@ccpitgz.com.cn">Liaision@ccpitgz.com.cn</a>	<a href="http://www.ccpitgz.com.cn">http://www.ccpitgz.com.cn</a>
21	CCPIT Guangdong Sub-council	Central Hotel Jichang Road, 969, 510405 GUANGZHOU	020 86577298	<a href="mailto:ccpit@public.guangzhou.gd.cn">ccpit@public.guangzhou.gd.cn</a>	<a href="http://www.getgd.net">http://www.getgd.net</a>





## 5. Conclusion

This Export Guide for Iron & Steel Products 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.

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Government of Chhattisgarh  
Department of Commerce and Industries