

Dairy Processing

Dairy Industry in India

India now has indisputably the world's biggest dairy industry-in terms of milk production; during 2021-21 India produced close to 221.1 million tonnes of milk, close to 50% than the US and more than three times as much as the much-heralded new growth champ, China. Appropriately, India also produces the biggest directory or encyclopedia of any world dairy industry. The dairy sector in India has shown remarkable development in the past decade and India has now become one of the largest producers of milk and value-added milk products in the world.

The individual products under this sub-head are as below:

Butter Fresh	Butter Milk
Butter Oil	Fresh Cheese
Milk & Cream in Powder	Milk for Babies
Other Fat	Skimmed milk powder
Other milk power	Whole Milk
Ghee	

Areas of Production:

Uttar Pradesh, Maharashtra, Himachal Pradesh, Madhya Pradesh, Punjab, Rajasthan and Tamil Nadu are the major production area of Dairy Products in India.

India Facts and Figures :

India's Export of Dairy products was 67,572.99 MT to the world for the worth Rs. 2,269.85 Crores/ 284.65 USD Millions during the year 2022-23.

Major Export Destinations (2022-23) : Bangladesh United Arab Emts, Saudi Arab , USA and Bhutan.

Steps to Export

Export in itself is a very wide concept and lot of preparations is required by an exporter before starting an export business. To start export business, the following steps may be followed:

1) Establishing an Organisation

To start the export business, first a sole Proprietary **concern**/ Partnership firm/Company has to be set up as per procedure with an attractive name and logo.

2) Opening a Bank Account

A current account with a Bank authorized to deal in Foreign Exchange should be opened.

3) Obtaining Permanent Account Number (PAN)

It is necessary for every exporter and importer to obtain a PAN from the Income Tax Department. (To apply PAN click here-<https://www.onlineservices.nsd1.com/paam/endUserRegisterContact.html>)

4) Obtaining Importer-Exporter Code (IEC) Number

An IEC is a 10 digit number which is mandatory for undertaking export/ import. Application for obtaining IEC Number can be submitted to Regional authority of DGFT in form ANF 2A along with the documents listed therein.

Applicants can also apply for e-IEC on the DGFT website (<http://dgft.gov.in/>). Only one IEC can be obtained against a single PAN.

5) Registration cum membership certificate (RCMC)

For availing authorization to import/ export or any other benefit or concession under FTP 2015-20, as also to avail the services/ guidance, exporters are required to obtain RCMC granted by the concerned Export Promotion Councils (EPC)/ FIEO/Commodity Boards/ Authorities.

6) Selection of product

All items are freely exportable except few items appearing in prohibited/ restricted list. After studying the trends of export of different products from India proper selection of the product(s) to be exported may be made.

7) Selection of Markets

An overseas market should be selected after research covering market size, competition, quality requirements, payment terms etc. Exporters can also evaluate the markets based on the export benefits available for few countries under the FTP. Export promotion agencies, Indian Missions abroad, colleagues, friends, and relatives might be helpful in gathering information.

8) Finding Buyers

Participation in trade fairs, buyer seller meets, exhibitions, Business to business portals, web browsing are an effective tool to find buyers. EPC's, Indian Missions abroad, overseas chambers of commerce can also be helpful. Creating multilingual Website with product catalogue, price, payment terms and other related information would also help.

9) Sampling

Providing customized samples as per the demands of Foreign buyers help in getting export orders. As per FTP 2015-2020, exports of bonafide trade and technical samples of freely exportable items shall be allowed without any limit.

10) Pricing/Costing

Product pricing is crucial in getting buyers' attention and promoting sales in view of international competition. The price should be worked out taking into consideration all expenses from sampling to realization of export proceeds on the basis of terms of sale i.e. Free on Board (FOB), Cost, Insurance & Freight (CIF), Cost & Freight (C&F), etc. Goal of establishing export costing should be to sell maximum quantity at competitive price with maximum profit margin. Preparing an export costing sheet for every export product is advisable.

11) Negotiation with Buyers

After determining the buyer's interest in the product, future prospects and continuity in business, demand for giving reasonable allowance/discount in price may be considered.

12) Covering Risks through ECGC

International trade involves payment risks due to buyer/ Country insolvency. These risks can be covered by an appropriate Policy from Export Credit Guarantee Corporation Ltd (ECGC). Where the buyer is placing order without making advance payment or opening letter of Credit, it is advisable to procure credit limit on the foreign buyer from ECGC to protect against risk of nonpayment. (To know more about ECGC click here- <https://www.ecgc.in/>)

Flow Chart



Importer Exporter Code(IEC)

How to apply:

Step 1: Go to the Government website of DGFT (Directorate General of Foreign Trade) i.e. www.dgft.gov.in

Now, when the DGFT main page opens, click on the “Importer Exporter Code (IEC)” option available in the “Quick links” **section** on the left hand side of the page.

Step 2; Once you click on the option “Importer Exporter Code select the option, “Online IEC Application”

Step 3: A new page will open which will be entitled as “Login for IEC online”.

Now in the “**PAN**” option, please enter the PAN Card Number of the Proprietor or of Entity in case of an Entity firm.

Once you have entered the PAN Card number, select the “NEXT” option.

Now enter your “Mobile Number” (without a zero or a country code) and “**Email ID**”, Enter the given “Captcha” code as it is in the empty box given right below the captcha and click on the “Generate Token” option.

Step 4: Now you will receive a token number on the mobile number and email ID which you have entered above.

After receipt of token numbers, enter the same in each of the respective boxes provided separately, one for the “**Mobile Token**” and another for the “Email Token” and click on the “Submit” option.

Step 5: Update Master Data

Now a new page will open, **entitled** as “Importer Exporter Code (e-IEC)” which shows an E-com Number on the left hand side of the page. This number will be used for all the future references regarding your **IEC** application. Once you **receive** this page click on “Update Master Data”.

Now a new green coloured pane will open on the right side of the same page in which you need to fill all the basic information of the entity i.e. Name, Address, City, State, District, PIN Code. The mobile number, email ID and PAN card number will be pre fed. Enter the “Name as given on the PAN Card” and “Date of Incorporation” of the same. Now enter the “Name of concern” (Proprietorship/Company). Enter the “Preferred Activity” (you can select one of the given options for the preferred activity). Now enter the “Bank A/c Number”, “A/c Holder’s Name”, “Bank Name” and the “Bank Branch”. Also enter the “IFSC Code” of the Bank. Also fill in the “Name of the Applicant”, “Designation”, “Official Address”, “Applicant’s Mobile Number”, “Email ID”, “PAN Number” (Personal), “Declaration Date” and “Declaration Place”. Once all the details are filled correctly, please click on “Update”.

Step 6: Add Branch Details After that click on the second option, “Branch” on the left hand side of the same page. Branch details of the proprietorship/ company shall be filled. Once you fill all the relevant details click on “ADD”. If there is no Branch Office Keep the space empty. Now again go to the left hand side of the same page and click on the third option, “Director”. Now fill all the required details of any of the Director/ Proprietor/ Partner/ Karta/ Managing Trustee. All the required information for example, the PAN number, mobile number should belong to the person of whose details you are filling. Once all the relevant options are being filled please click on “ADD”.

Step 7:

Attach Scan Copies of Required Documents Now click on the sixth option, “Attachments” on the left hand side of the same page. In the newly opened pane at the right hand side, you need to upload the documents i.e., PAN Card (of proprietor in case of proprietorship firm and of company in case of Private Limited), a Cancelled Cheque and a Photograph. Now to upload the documents select the documents’ category and documents’ type. (PAN Card and Cancelled Cheque should be in PDF format and the Photograph should be in GIF format). Note: Leave the option, “Signed Copy of the Application”. Then click on “Choose File” and choose the selected files on your computer and click on “Upload”.

Step 8: Pay Application Fee

After all these details are filled in, please click on the fourth option, “Application Fee” on the left hand side of the same page. Then the blue screen entitled as “Payment Initiation Screen” will open. Fill up all the relevant details in the empty boxes on this blue screen and enter amount Rs. 500/- as the Government IEC application fee. Also you need to fill all your required bank details for a successful online bank payment. Then click on Submit. Note: all the * marked options shall be mandatorily filled in by the applicant. Once the online payment is successful, again the previous page will re-open. After all the above steps are done, you need to select the ninth option, “Checklist” on the left hand side of the same page. In checklist, please make sure that all the conditions mentioned here have been complied with. For example, please make sure whether the details of the applicant filled in the application form are as same as that in the uploaded copy of the documents provided by him. Once you click on the option “yes” on all the check list points please click on “Print Checklist”. After this is completed please click on the tenth option, “Preview” on the left hand side of the same page. In preview it will show you all the details filled in the application. If all the mentioned details are correct then please click on, “Print Application.” Once you print the application, sign the same. After that scan the signed application and once that is done go back to the “Attachments” option and upload the signed application in a PDF format.

Step 9:

Submit the Application Now when the scanned copy of the signed application is uploaded, click the twelfth option, “Submit” on the left hand side of same page and submit the application with Digital Signature of class-2 or class-3.

Note: the application cannot be submitted without Digital Signature.

Step 10:

Check Application Status

When your application is submitted you need to click on the thirteenth option, “Application Status” on the left hand side of the same page to check the status of your application i.e., whether it is successfully submitted or not. We hope the IEC Code Application Procedure is now clear.

Registration-Cum-Membership Certificate (RCMC)

Step 1: Sign-up through the APEDA Website. (Click on "Register as Member" link on the Home Page)".

Step 2: The exporter require to first enter the basic detail, IE CODE, Email ID & Mobile number and submit. **Step 3:** An OTP (One Time Password) for confirming the details will be sent on E-mail and Mobile number. Exporter should enter the OTP of mobile and E-mail on the verification screen to verify the both and click on Submit to proceed for application.

Step 4: After verification confirmation, exporter will require to fill online application and upload the required documents. The documents should be in the JPEG, PDF or PNG formats only. The exporter should enter all required information carefully and ensure correct information is submitted in the online application form.

Step 5: On-line application can be completed in one or more sessions by revisiting the website using the assigned OTP (One Time Password) of E-mail and Mobile. After filling the fields, the exporter can save the information in between by using the Save button. The exporter can edit the filled data until online payment is not made.

Step 6: The exporter may submit registration fees of Rs. 5000/- excluding taxes = Rs. 5900/- (with GST) may be made through any of the following modes:- Online Credit Card(MasterCard and Visa) Debit Card (MasterCard and Visa) Offline Demand draft in favour of "APEDA" payable at respective cities of APEDA offices (Note :- APEDA GST No. – 07AAAJA1150H1ZU)

Step 7: After completion of Payment process an application number will be generated. Please note the application number for future reference.

Step 8: On issuance of RCMC, Login detail is sent to the registered email of the exporter. The Exporter may login in to their account through "Exporter Login" link given at APEDA website.

Step 9: The exporter can view the status of the RCMC application by clicking the "Track Application" link to view the status of application by submitting the IE Code and Application number until it is issued.

Step 10: In case of any shortcoming is observed in the application the exporter will require to resubmit the document online. Therefore, exporter is required to monitor the status of the RCMC application as informed above at Step10.

Step 11: Following documents are required with application form:

1. Self-certified copy of Import-Export code issued by D.G.F.T.
2. Bank Certificate duly signed by the authorities.
3. In case the exporter desired to register as Manufacturer Exporter, they should furnish a self attested copy of the registration of the company with the relevant certification agencies for the products given below:-

Products	Certification Agencie
Forticulture and seeds	Dept. of Horticulture / DIC / SIA / FSSAI
Fruits & Vegetables	Dept. of Agriculture / Horticulture / DIC / SIA / FSSAI
Groundnut / Pulses / Guargum	DIC / SIA / FSSAI / Udh yog Aadhaar Memorandum issued by ministry of MSME
Processed Fruits & Vegetables / Processed Food Products / Meat Products / Cereal Preparation / Misc. preparation	FSSAI
Dairy / Poultry / Honey	FSSAI / EIC / EIA
Alcoholic Beverages	Dept. of Excise Commissioner
Cereals	DIC / SIA / FSSAI / Udh yog Aadhaar Memorandum issued by Ministry of MSME

Step 12: After the approval of RCMC from APEDA officials, exporter may take printout of their Certificate through their APEDA Login under the heading of "View RCMC Certificate" under RCMC Menu.

What is EIC?

EIC is the official certification body of the Government of India. It has been established under the Export (Quality Control and Inspection) Act, 1963 (22 of 1963), for advising the Central Government on measures to be taken for development of export trade through quality control & pre-shipment inspection.

What are EIAs?

EIAs are the five Export Inspection Agencies having headquarters at Bombay, Calcutta, Cochin, Delhi & Madras. EIAs are autonomous bodies established by the Central Government under the Export (Quality Control and Inspection) Act, 1963 (22 of 1963), as the field organisations for implementing the policies of the Central Government with respect to quality control and / or pre shipment inspection of export commodities from India.

What is the basis of EIC/EIAs inspection and certification?

Depending upon the product, any of the following or a combination is taken as the basis of inspection and certification Requirements laid down in the notification; Buyers Requirements; Requirements of the importing countries; National and International Standards; Contractual specifications; Primary aim of the EIC / EIAs in this respect is to ensure compliance of the product to the requirements of the importing country and / or the buyer.

What is the advantage of EIC/EIA certification to exporters?

The certification of EIC/EIAs provides the following benefits to the exporters: □ Independent third party certification as a tool for market access. □ Official assurance of quality, which is becoming particularly relevant in food sector to meet regulatory requirements of importing countries. □ Free entry for Indian products in overseas market through equivalence agreements / MOUs with official import control bodies of our trading partners whereby EICs certification is recognized by them as meeting their requirements.

Potential Exporter list received from SIPB and BIADA

S.num	Unit Name	Project Location	District	Sector	Product Name	Project Cost (Rs in Lakhs)	E.mail ID	Mobile No
1	KISAN DAIRY	Bajinathpur, Chhauradano	East Champaran	Food Processing	Dairy Products	73.33	rksinghch@gmail.com	9523910002
2	Shopra Foods	Lakhisarai	Lakhisarai	Food Processing	Milk Processing And Dairy Product	393.53	shoprafoods@gmail.com	9899040896
3	S S FOOD PRODUCTS		Vaishali	Food Processing	Milk Processing and Dairy Products Manufacturing	391.09	s.sfoodproductshjp@gmail.com	9572780222
4	Parshuram Dugdh Compost and Consultants	Khijarsarai	Gaya	Food Processing	Milk Processing and Dairy Products Manufacturing	217.81	tiwary.dinesh@gmail.com	9555524624
5	Sheohar Dairy Private Limited	Piprarhi.Muzaffarpur Road, Sheohar	Sheohar	Food Processing	Milk Processing and Dairy	150	rinaritik@gmail.com	9470601938
6	Zivantika Processing India Private Limited	Jankinagar, Banmankhi, Purnea	Purnea	Food Processing	Dairy Products	2511.97	md.zivantikaprocessing@gmail.com	8160444942
7	ITD Lacto & Agro Private Limited	Bahera(More), Hardawan, Dobhi, Gaya	Gaya	Food Processing	Dairy Products	354	itdlacto@gmail.com	9939405655
8	KARTIK NATURAL LIMITED	Jail Sahar, Katra Newaji Tola,Saran	Saran	Food Processing	Milk and Dairy products	419.83	kanhaiyalal.singh1@gmail.com	8252022222
9	GANGA DAIRY LIMITED	RAMJAN PUR,BEGUSARAI	Begusarai	Food Processing	Milk processing & Dairy Products Plant,	1550.38		

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10	M/s Golden Dairy product Private limited	Patliputra	Patna	Food Processing			goldenicecream@gmail.com	9431039778
11	M/s Ankit Ice Cream, Sri Santosh Kumar, S/o - Sri Sahdeo Prasad, Mahboob Khan Tola, Purnea, Mob. - 09631017011	G.C Maranga	Purnea	Food Processing		110	Not Available	9631017011
12	M/s Hardev Traders Sri Rajendra Prasad Son of Sri Chokat Prasad Dhoom Nagar P.S. - Nautan, Distt.- West Champaran	Bettiah	West Champaran	Food Processing		25		9470249094
13	M/s Comfed (Sudha Dairy)	IA Hajipur	Vaishali	Food Processing		0		
14	M/s Anuj Dairy Pvt Ltd	IA Hajipur	Vaishali	Food Processing		0	anujdairyhajipur@gmail.com	7463883903
15	M/s Aashma Food & Beverages Pvt.Ltd.	EPIP, Hajipur	Vaishali	Food Processing		0	info.aasmafoods@gmail.com	8757111131
16	M/s Shama Dairy, Prop.- Md. Akhlaque, Industrial Estate Samastipur Mobile-9934013786	Samasatipur	Samastipur	Food Processing		7500	mdakhlaque76@gmail.com	9934013786
17	M/s Mithila Dugdh Utpadak Sahkari sangh Ltd. Samitee (Comfed) Industrial Estate, samastipur	Samasatipur	Samastipur	Food Processing		1556	mithila.idis@gmail.com	8407803007