



Export Action Plan for Buldhana District

Amravati Region, Maharashtra

August 2024

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1 District Profile

1.1 Introduction

Buldhana is a district in the Amravati division of Maharashtra state in western India at the westernmost border of Vidarbha region and is 500 km from the state capital, Mumbai. The district consists of five subdivisions and thirteen blocks. The district Head Quarters is at Buldhana. This district is a major tourist attraction owing to the ancient Lonar crater (second largest in the world), declared a world heritage. Shegaon of Gajanan Maharaj Sailanibaba's Dargah are the major places of pilgrimage. Sindakhedraja in this district is renowned to be birthplace of Rajmata Jeejabai. National Highway 6 - NH6 passes through Khamgaon, Nandura, and Malkapur towns in the district. The most spoken language in Buldhana is Marathi.

1.2 Administrative Profile

The district has six revenue sub-divisions headed by a Sub Divisional Officer (SDO): Buldhana, Mehkar, Khamgaon, Malkapur, Jalgaon-Jamod and Sindkhedraja. As of 2010, the district of Buldhana comprises thirteen talukas (tehsils): Buldhana, Chikhli, Deulgaon Raja, Malkapur, Motala, Nandura, Mehkar, Sindkhed Raja, Lonar, Khamgaon, Shegaon, Jalgaon Jamod, and Sangrampur.

1.3 Location and Geography

Buldhana district lies between 19°51' to 21°17' North latitude and 75°57' to 76°49' East Longitude. The principal rivers in the district are Painganga and Purna. It is bounded on the North by Khandawa District of Madhya Pradesh on the South by Parabhani District on the west by Jalna and Jalgaon Districts and on the North East by Buldhana District. The other important river are the khandakpurna, Nalganga, Vishwaganga, Gyanganga and Banganga. The principal tributaries of Purna are Nalganga, Vishwaganga and Gyanganga from the south. There are two medium irrigation project of the river Nalganga and Gyanganga in the district. The total area of the district is 9661 Sq. Kms. which is about 3.14% of the total area of Maharashtra State.

1.4 Demographic Profile

According to the 2011 census Buldhana district has a population of 2,586,258, roughly equal to the nation of Kuwait or the US state of Nevada. This gives it a ranking of 159th in India (out of a total of 640). The district has a population density of 268 inhabitants per square kilometers (690/sq mi) Its population growth rate over the decade 2001-2011 was 15.93%. Buldhana has a sex ratio of 928 females for every 1000 males, and a literacy rate of 82.09%. Scheduled Castes and Scheduled Tribes makeup 18.21% and 4.39% of the population respectively

1.5 Logistic Infrastructure Profile

- ▶ The nearby Port includes JNCH & ICD Nagpur / Borkhedi.
- ▶ Nagpur ICD is a dry port which is situated about 352 Kms from Buldhana. It takes 6 Hrs. 54 Min hrs. to reach to the port.

The logistic infrastructure profile of the district is as mentioned below,

1.5.1 Road Transport

National Highway 6 passes through Khamgaon, Nandura, and Malkapur towns in the district and Aurangabad Buldhana National Highway 753A . There are many Maharashtra State Road Transport Corporation bus stands in all towns of the district. There are State Transport bus depots at Buldhana, Malkapur, Chikhli, Mehkar, Khamgaon, Shegaon, and Jalgaon-Jamod.

▶ Intercity Transport

The Maharashtra State Road Transport Corporation (MSRTC) provides transport services for intercity and interstate travel. Many private operators also ply on the highly travelled Buldhana – Pune and Buldhana – Indore route. Bus services to cities like Nagpur,

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Yavatmal, Bhopal, Harda, Indore, Raipur, Jabalpur, Mumbai, Pune, Akola, Dharni, Nanded, Aurangabad, Jalna, Burhanpur, Parbhani, Solapur, Khandwa, Gondia, Shirdi, Hyderabad, Paratwada (Achalpur) and Kolhapur are also available.

1.5.2 Rail Transport

- ▶ Malkapur, Nandura, and Shegaon railway stations fall under the Bhusawal-Badnera Section of Bhusawal Division of the Central Railway. The nearest railway station is at Malkapur which is 45 km from District Headquarters. Malkapur, Shegaon, Nandura railway stations come under Bhusawal Division of Central Railway. Bhusawal (101 km) and Akola (102 km) are also the nearest railway junctions from the District headquarters. There is a branch line from Jalamb to Khamgaon. The main line was originally under the Great Indian Peninsula Railway and the branch line between Jalamb and Khamgaon was under the Khamgaon State Railway.
- ▶ The railway stations in the district, with their codes, are Khamkhed (KMKD), Malkapur (MKU), Wadoda (WDD), Biswa Bridge (BIS), Nandura (NN), Kunggaon Burti (KJL), Jalamb Junction (JM), Khamgaon (KMN), Shegaon (SEG), and Shrikshetra Nagzari (NGZ).
- ▶ A computerized railway reservation facility is available at Khamgaon, Malkapur, and Shegaon, while manual reservation facility is available at city booking office, Khamgaon, Nandura, and Jalamb Junction.

1.5.3 Air Transport

The nearest airport is at [Akola which is not functioning] which is 102 km from district headquarters. The nearest airport is at Aurangabad is at 145 km.

1.6 Agricultural Profile

The district superintending agriculture officer comes under the Divisional Joint Director of Amravati Division. There are three sub-divisions at Buldhana, Khamgaon, and Mehkar with a taluka agriculture officer posted at each taluka.

There are multiple circles under each taluka. They are Dhad, Shelapur, Dhamangaon, Motala, Shelsur, Amdapur, Chikhli, Dhamangaon, Malkapur, Janephal, Mehkar, Bibi, Lonar, Sakharkherda, Sindkhed Raja, Mera Khurd, Deulgaon Mahi, Deulgaon Raja, Ganeshpur, Pimpalgaon Raja (Khamgaon), Nandura, Shegaon, Jalgaon Jamod, Warwat Khanderao, and Sangrampur. The main crop which is grown in Buldhana is Cotton, Jawar & Groundnut. Cotton, sorghum and other cereals, oilseeds, soybean, sunflower, and groundnuts are the predominant crops grown in the district.

Khamgaon and Malkapur are the major cotton trading towns in the district. The district has many minor and medium size irrigation projects. The important ones are Nalganga and Vaan. There are thirteen Agriculture Produce Market Committees-Main Market, one in each tehsil, and there are twenty sub-markets in the districts. The Indian Council for Agriculture research funded a farm science Centre Krishi Vigyan Kendra, Jalgaon Jamod in the district in 1994.

Table 1-1 Major Horticulture and Agriculture production data

Sr No	Name of Product	Production in MT (2022-23)	Area under Production Hector (2022-23)
1	Banana	11,685	371
2	Oranges	1,16,454	4,879
3	Pomegranate	3,279	146
4	Cotton	92,228	2,12,220
5	Toor	68,944	78,974
6	Soyabean	7,92,436	4,45,954

1.7 Industrial Profile

- ▶ There are industries related to Cotton processing like making bales & Cotton Yarn in the district. Also there are Pharmaceutical companies which are directly engaged in exporting Pharmaceutical product & chemical product, Benzo chem Industries Pvt Ltd is a 100% EOU situated in the Malkapur Buldhana they produce industry chemical & Benzochem Industries Pvt Ltd is engaged in exporting Intermediates for pharmaceutical, Agro chemical & Specialty chemical. There are some manufacturers engaged in exporting and selling machines for Seed processing, Decorticating, Solvent extraction, Edible Oil refining & centrifuge separation process
- ▶ **Industrial Areas in Buldhana District are as mentioned below,**
 - ▶ Khamgaon MIDC is situated in Khamgaon, District Buldhana. There are various types of manufacturing activities in this industrial area like manufacturing of Bath Soap, Rubber, API, Cotton Ginning and Pressing, Cotton Yarn etc.
 - ▶ Buldhana MIDC
 - ▶ Malkapur MIDC
 - ▶ Chikhli MIDC
 - ▶ Mehkar Deulgaon Raja Industrial Area

▶ Industries and Employment Generation in Buldhana District

The below mentioned illustrates industries and employment generation of the district,

Table 1-2 - Industries and Employment Generation Data

Sr No	Category	No. of Enterprises			Employment Generation		
		Mfg.	Service	Total	Mfg.	Service	Total
Udyog Aadhar							
1	Micro	1646	4784	6430	5953	11751	17704
2	Small	105	587	692	1115	2843	3958
3	Medium	4	9	13	35	58	93
	Total	1755	5380	7135	7103	14652	21755

Source: DIC Buldhana Udyog Aadhar Data (From March 2019 to March 2020)

Table 1-3 - Industries and Employment Generation Data

Sr No	Category	No. of Enterprises				Employment Generation			
		Mfg.	Service	Trading	Total	Mfg.	Service	Trading	Total
Udyami									
1	Micro	1207	2174	3798	7179	4562	6983	9974	21519
2	Small	8	3	31	42	48	9	382	439
3	Medium	0	0	1	1			1	1
	Total	1215	2177	3830	7222	4610	6992	10357	21959

Source: DIC Buldhana Udyami Data (From April 2023 to March 2024)

1.8 Service Sector Profile

Some of the major services which are provided in the district are as follows:

- ▶ Hotel and Tourism related services
- ▶ Healthcare services including services by nurses, physiotherapist and paramedical personals
- ▶ Accounting / Auditing and bookkeeping services

- ▶ Entertainment services including audio visual services
- ▶ Environment services
- ▶ Educational services
- ▶ Consultancy services
- ▶ Distribution services
- ▶ Advertisement services
- ▶ Marketing research and Public opinion services
- ▶ Printing and Publication services
- ▶ Lab Testing facility
- ▶ Transport and Logistics services
- ▶ Legal services etc.

1.9 Industrial Infrastructure Profile

Below mentioned infrastructure facilities provided by MIDC in Buldhana industrial areas

▶ **Roads**

The area is connected internally by multiple lane roads of international standards. The width of the main road is 30 meters and that of internal roads are 20 to 25 meters. The roads are constructed using modern techniques.

▶ **Electricity**

Electricity is available 24*7 in all MIDC's.

▶ **Water**

There is a Shortage of drinking water & water which is used by the industry in Buldhana city. That's why there are only few industries in Buldhana city.

1.10 Industrial Association of the District

- ▶ The Khamgaon MIDC Industries Association, Khamgaon
- ▶ Malkapur MIDC Udyojak Kalyankari Association, Malkapur
- ▶ Chikhli MIDC Udyojak Kalyankari Association, Chikhli
- ▶ The Seed & Cakes Millers Association
- ▶ Deulgaon Raja Taluka Industries Association
- ▶ Buldhana Industries Association
- ▶ Shriman Govinddasji Bhartiya Cooperation Industries Association
- ▶ Sarvoday Coop. Industrial Estate, Shegaon

1.11 Banking Facilities

All leading Private & Public sector banks have their branches in Buldhana District; SBI, HDFC, ICICI etc. Also, Buldhana district have branches of NBFC namely Bajaj Finance, Shriram Transport Finance, India Bulls Housing Finance etc. Proper network of Banking facilities in Buldhana District is available

1.12 Buldhana District Strength and Opportunities

- ▶ The district has emerged as major **Agriculture, Agro & food processing, FMCG, Chemical, Engineering and Textile** production hub of Maharashtra.
- ▶ The district has emerged as commercial hub for **FMCG, Agro and Food Processing, Chemical and Textile** due to high availability of sector specific infrastructure and manpower resources.
- ▶ **Samruddhi Mahamarg** passes through Mehkar Tq of Buldhana district which will reduce the time for transportation from Buldhana district to Mumbai port.
- ▶ **Investment's opportunities in Buldhana district are in the below mentioned sector:**
 - ▶ **FMCG, Chemical, Textile, Oil Mill, Engineering etc**

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- ▶ **Agro and food processing** – Jan Ginning and Pressing factory, Amit cot fibre, Manjeet cotton, Naman Cotton, Shakanbari ginning and pressing factory, Ashutosh Agro, Ganga cotton, Virchand Marsi cotton pvt ltd, Tulsi Pulses
- ▶ **Chemical** – Benzo Chemical, Chaitanya Agrobiological Pvt ltd, Eco Biotech
- ▶ **FMCG** – Hindustan Unilever Ltd,. SNG Packing
- ▶ **Engineering** - Ferro oil tech, Satiji Infratech, Shrikrupa Hitech LLP, SJS Infra Pvt. Ltd
- ▶ **Pharmaceutical** - Chaitanya Biological Pvt ltd

2 District Export Profile

2.1 Existing Export Product Profile

The main crop which is grown in Buldhana is Cotton, Jawar & Groundnut. Cotton, sorghum and other cereals, oilseeds, soybean, sunflower, and groundnuts are the predominant crops grown in the district. Khamgaon and Malkapur are the major cotton trading towns in the district

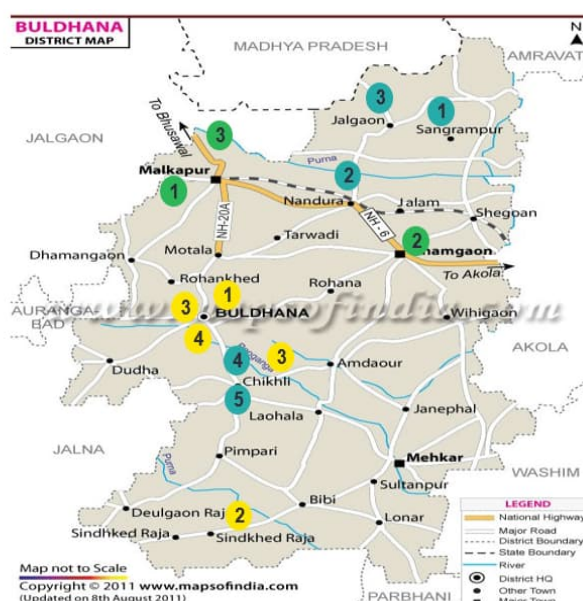
Table 2-1 District Export Scenario

State and District Export Contribution (FY 2021-22)		
	Total Exports (INR Crore)	Percentage Contribution
Maharashtra	5,45,083	17.32%
Buldhana District	427.92	0.08%
State and District Export Contribution (FY 2022-23)		
	Total Exports (INR Crore)	Percentage Contribution
Maharashtra	5,81,439	16.05%
Buldhana District	768	0.13%
State and District Export Contribution (FY 2023-24)		
	Total Exports (INR Crore)	Percentage Contribution
Maharashtra	5,56,400	15.37%
Buldhana District	841	0.15%

Source: DGCIS data from April 2021 to March 2022 & April 2022 to March 2023

2.2 Existing and Proposed Infrastructure for Exports

Existing Projects	
1	Cotton Ginning and Pressing Cluster (Malkapur)
2	HUL Company Manufacturing unit (Khamgaon)
3	Benzo Chem EOU (Dasarkhed)
Proposed Future Projects	
1	Mahalaxmi Turmeric Processing Cluster (Sangrampur)
2	Maharudra Nandura Milk Product Industrial Cluster (Nandura)
3	Khawa Processing Cluster (Jalgaon Jamod)
4	Shyamkutir Garment Cluster Association Chikhali (Chikhli)
5	Samruddhi Mahamarg (Chikhali area covered)
Proposed New Projects for Export Promotion	
1	Seeds Manufacturing Cluster (Sindkhed Raja)
2	Training for Quality Seed Production (Buldhana)
3	Packaging and Greasing unit for Vegetable Exports (Buldhana)
4	Cotton Fibre, Yarn and cotton related products testing labs



2.3 District ODOF and GI product Profile

Table 2-2 ODOF and GI Product Profile

Sr. No.	Product Name	GI No.	ODOF	HSN Code	Sector
1.	Cotton related products	NA	Yes	52010015	Agriculture
2.	Seeds for Planting	NA	Yes	12099160, 12099190, 12072900, 12077090	Agriculture

2.3.1 Current Market for district's ODOP and GI Products

Table 2-3 Current Market for district's ODOP and GI Products

Sr No	Product Name	HSN Code	Exports In (INR Crore) FY 2021-22	Exports In (INR Crore) FY 2022-23	Exports In (INR Crore) FY 2023-24	Major Market for Products
1.	Cotton related products	52	67.65	11.90	214.77	Bangladesh, China, Vietnam, Pakistan, Malaysia, Indonesia, Thailand, Bahrain IS
2.	Seeds for Planting	1206, 1207, 1209	26.86	29.57	21.56	U S A, Vietnam Soc Rep, Nigeria, Zimbabwe, Msalawi

2.4 Top Exporting Products and Countries from district

2.4.1 Top Exporting Products from District

Table 2-4 Major Exporting Products from District for FY 2021-22

Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
1.	34011190	Other Soap and Organic Surface-Active Product for Toilet	100.74	U K, U Arab Emts, U S A, Australia, Singapore, Saudi Arab, Canada, Kuwait, Oman, Qatar, Baharain Is
2.	29163990	Other Unstirred Acyclic Monocarboxylic Acids, Cyclic Monocarboxylic	95.49	Netherland, China P Rp, France, Switzerland, Spain
3.	52010015	Indian Cotton of Staple Length 28.5Mm And Above	67.65	Bangladesh Pr, Indonesia, Vietnam Soc Rep, Oman, China P Rp
4.	38249900	Other Chemical	25.33	UK
5.	12099160, 12099190, 12072900, 12099110, 12077090,	Vegetable Seeds for Planting N.E.S.	26.80	U S A, Nigeria, Vietnam Soc Rep, Turkey, Kenya, Egypt A Rp, Malawi, Sudan, Oman, Bangladesh Pr

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Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
	12099990			
6.	29093090	Other Armttec Ethers	19.55	USA, Belgium
7.	23040010	Oil-Cake And Oil-Cake Meal Of Soya Bean Expeller Variety	18.21	USA
8.	29319090, 29189990	Other Organic Chemical	16.46	Brazil, Turkey, U S A, Canada, Egypt A Rp, Vietnam Soc Rep, Pakistan Ir, Bangladesh Pr, Tunisia, Mexico
9.	71023910	Diamond (Other Than Industrial Diamond) Cut or Otherwise Worked B	6.79	Hong Kong, Germany
10.	84792090	Oil Seed Crushing & Grinding Machinery	6.57	Thailand, Uzbekistan
11.	10059011	Yellow Maize	6.21	Hong Kong , Vietnam
12.	29130090	Halogenated, sulphonated, nitrated or nitrosated derivatives of products	5.42	U S A, Japan, Italy, Netherland
13.	84451910	Cotton processing Machine including cotton ginning machine	5.39	Uzbekistan
14.	84371000	Machines for Cleaning, Sorting Or Grading Seed, Grain Or Dried	5.07	Uzbekistan
15.	28352990	Other Phosphates, Nes	4.17	Bangladesh, Myanmar
16.	29163910	Cinnamic Acid	3.08	Germany
17.	29269000	Other Nitrile-Function Compounds	2.00	Netherland, Japan, Switzerland

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Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
18.	19053100	Sweet Biscuits	1.81	Canada, Papua N Gna, Haiti, U S A, U Arab Emts, Congo D. Rep., Baharain Is, Qatar, Nigeria, Fiji Is
19.	07132020	Bengal Gram (Desi Chana)	1.71	UAE, Iran, Qatar

Source: DGCIS data from April 2021 to March 2022

Table 2-5 Major Exporting Products from District for FY 2022-23

Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
1.	23040030	Meal of Soyabean, Solvent Extracted (Defatted) Variety	167.10	Vietnam Soc Rep, Thailand, Kuwait, U Arab Emts, Bangladesh Pr, Sri Lanka Dsr, Myanmar, Pakistan Ir, Reunion
2.	38249900	Other Chemical	25.33	UK
3.	34011190	Other Soap and Organic Surface-Active Product for Toilet	100.74	U S A, U K, U Arab Emts, Saudi Arab, Australia, Canada, Oman, Singapore, Kuwait, Qatar
4.	29163990	Other Unstirred Acyclic Monocarboxylic Acids, Cyclic Monocarboxylic	93.55	Netherland, China P Rp
5.	71131940	Jewellery Of Gold Set with Precious and Semi-Precious Stone	33.17	Singapore, U Arab Emts
6.	84371000	Machines for Cleaning, Sorting Or Grading Seed, Grain Or Dried	31.98	Brazil, Kenya, Cote D' Ivoire
7.	29093090	Other Armttec Ethers	28.01	U S A, Belgium
8.	10059090	Maize (Corn)	25.28	Malaysia, Sri Lanka Dsr, Vietnam Soc Rep, Philippines
9.	29319090	Other compounds containing an unfused thiazole ring	17.65	Brazil, Turkey, Canada, U S A, Egypt A Rp, Vietnam Soc Rep, Tunisia, Pakistan Ir, Bangladesh Pr, Chile

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Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
10.	12099160	Tomato Seeds	15.83	U S A, Spain, Turkey, Jordan, Tanzania Rep

Source: DGCIS data from April 2022 to March 2023

Table 2-6 Major Exporting Products from District for FY 2023-24

Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
1.	52010015	Cotton Bales	178.82	Bangladesh and China
2.	34011190	Other Soap and Organic Surface-Active Product for Toilet	123.56	Australia, Baharain Is, Bangladesh Pr, Canada, China P Rp, Jamaica, Kenya, Korea Rp, Kuwait and Malaysia
3.	33072000	Personal Deodorants and Antiperspirants	107.19	Kenya, Mauritania, Myanmar, Netherland, Nigeria, Saudi Arab, Senegal, Singapore, Turkey and U Arab Emts
4.	29163990	Other Unstirred Acyclic Monocarboxylic Acids, Cyclic Monocarboxylic	71.43	China and Netherland
5.	7132010	Kabuli Chana	53.48	Afghanistan, China P Rp, Egypt A Rp, France, Iraq, Israel, Kuwait, Malaysia, Oman and Portugal
6.	38249900	Other Misc. Chemical	37.06	UK
7.	23040030	Meal Of Soyabean, Solvent Extracted	31.58	Indonesia, Korea Rp, Kuwait, Myanmar and Pakistan Ir
8.	84371000	Machines For Cleaning, Sorting Or Grading Seed, Grain Or Dried	28.09	Brazil and Kenya
9.	7132020	Bengal Gram (Desi Chana)	24.29	Qatar, Sri Lanka Dsr and U Arab Emts
10.	12099190	Vegetable Seeds For Planting N.E.S.	23.47	Egypt A Rp, Honduras, Jordan, Kenya, Kuwait, Malawi, Malaysia,

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Sr No	HS Code	Commodity	Export Value in INR Crore	Top 10 Countries
				Mauritius, Myanmar and Netherland

Source: DGCIS data from April 2023 to March 2024

2.4.2 Top 10 Exporting Countries from District

Table 2-7 Top Exporting Countries from District for FY 2021-22

Sr. No.	Country	Export Value (INR crore)
1.	Netherland	97.15
2.	U S A	75.52
3.	Bangladesh Pr	56.31
4.	U K	48.09
5.	U Arab Emts	21.89
6.	Hong Kong	10.72
7.	Uzbekistan	10.54
8.	Indonesia	9.27
9.	Vietnam Soc Rep	8.92
10.	Australia	8.23

Source: DGCIS data from April 2021 to March 2022

Table 2-8 Top Exporting Countries from District for FY 2022-23

Sr. No.	Country	Export Value (INR crore)
1.	U K	158.44
2.	Netherland	84.30
3.	U S A	75.54
4.	Thailand	67.74
5.	Vietnam Soc Rep	66.73
6.	U Arab Emts	57.04
7.	Bangladesh Pr	35.36
8.	Brazil	33.32
9.	Singapore	24.45
10.	Kuwait	20.28

Source: DGCIS data from April 2022 to March 2023

Table 2-9 Top Exporting Countries from District for FY 2023-24

Sr. No.	Country	Export Value (INR crore)
1.	Bangladesh Pr	214.36
2.	Netherland	96.12
3.	Singapore	87.91
4.	U K	55.36
5.	U Arab Emts	53.84
6.	U S A	44.44
7.	Brazil	38.07
8.	Sri Lanka Dsr	32.28
9.	Kenya	25.36
10.	Kuwait	21.47

Source: DGCIS data from April 2023 to March 2024

2.5 Potential Export Product Profile

As per discussion with General Manager, DIC and concern officials, all type following potential export product profile of the district is as mentioned below,

Table 2-10 Potential Exporting Product Profile

Sr No	Product Name	HSN Code	Sector
1.	Other Unstirred Acyclic Monocarboxylic Acids, Cyclic Monocarboxylic	29163990	Chemical
2.	Bath Soap	34011941	FMCG
3.	Vegetable Seeds for Planting and other seeds	12099190, 12072900, 12099160	Seeds and Fertilizers
4.	Active Pharmaceutical Ingredient (API)	29420090	Pharma
5.	Organic Agro Chemical	38089910	Chemical
6.	Dilantin Machine / Oil Expeller	84799020	Engineering
7.	Agro Chemical	38089910	Chemical
8.	Cotton Bales	52010015	Textile
9.	Cotton Yarn	52052490	Textile
10.	Indian cotton of staple length 28.5 mm and above but below 34.5 mm	52010015	Textile
11.	Indian cotton of all staple length 34.5 mm and above	52010019	Textile
12.	Pigeon Peas (Cajanus Cajan)	07136000	Agriculture
13.	Bengal Gram	07132020	Agriculture

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14.	Sweet Biscuits	19053100	FMCG
15.	Green Chilly	07096010	Agriculture
16.	Capsicum	09042110	Agriculture

2.6 Existing Export Oriented Units in the district

The list of existing export-oriented units in the district is as mentioned below,

Table 2-11 Existing Export Oriented Units

Sr No	Company Name	Sector	Product Name	Export Destination Country
1.	Hindusthan Unilever Lmt.	FMCG	Pears Soap, Dove Soap	Direct Exports
2.	Vikamshi Fabrics Pvt. Ltd.	Rubber	Rubber Fabrics, Rubber Sheet, Article of vulcanized rubber, Inflatable Products	Direct Exports
3.	Chaitanya Biological Pvt Ltd	Pharmaceutical	Active pharmaceutical Ingredients (API)	Direct Exports
4.	Chaitanya Agrobiological Pvt Ltd	Chemical	Food product/organic Agro Chemical	Direct Exports
5.	Ferro oil tech	Engineering	Delanting machine/oil expeller	Direct Exports
6.	Benzo Chemical	Chemical	Agro Chemical	Direct Exports
7.	Jan Ginning and Pressing factory	Agro	Cotton bales	Indirect Exports
8.	Amit cot fibre	Agro	Cotton bales	Indirect Exports
9.	Manjeet cotton	Agro	Cotton bales	Indirect Exports
10.	Naman Cotton	Agro	Cotton bales	Indirect Exports
11.	M/s shakanbari ginning and pressing factory	Agro	Cotton bales	Indirect Exports
12.	Ashutosh Agro	Agro	Cotton bales	Indirect Exports
13.	Ganga cotton	Agro	Cotton bales	Indirect Exports
14.	Virchand Marsi cotton pvt ltd	Agro	Cotton bales	Indirect Exports

2.7 Major Industrial Units in the District

The list of major industrial units in the district is as mentioned below,

Table 2-12 Major Manufacturers of Buldhana District

Sr No	Name of Industry	Sector
1.	Hindustan Uniliver	FMCG

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Sr No	Name of Industry	Sector
2.	SNG Packing	FMCG
3.	Vikamshi fabric	Rubber
4.	Chaitanya Biotech UNIT-1	Pharma
5.	Chaitanya Biotech UNIT-2	Chemical
6.	Benzo Chem Unit 1	Pharma
7.	Benzo Chem Unit 2	Chemical
8.	Eco Biotech	Chemical
9.	Satiji Infratech	Engineering
10.	Tulsi Pulses	Food
11.	Manjeet Cotton	Agro
12.	Ferro Oil Tech	Engineering
13.	Vidharbha Irigation System Pvt ltd	Plastic
14.	Shrikrupa Hitech LLP	Engineering
15.	Ashtavinayak dall Udyog	Agro
16.	mahiko	Agro
17.	Nirmal Seeds	Agro
18.	Dwarka pulses	Agro
19.	Amit cot fiber	Agro
20.	Ganesh Paper mill	Paper
21.	Tirupati Ginning	Agro
22.	Navkar Paper	Paper
23.	Ganga Cotton	Agro
24.	Ishved Biotech Pvt. Ltd	Biotech
25.	Rajat Agro commodities Pvt.Ltd	Agro
26.	Lilottam Agro Industry	Agro
27.	SJS Infra Pvt. Ltd	Engineering

2.8 Key Issues in Export

Below mentioned table illustrates category wise key issues observed in export of the district,

Table 2-13 – Key Issues in Exports

Category	Issues	Relevant Government Authority
Regulatory	Buldhana District Industrialist, Farmers & Businessman are unaware of the Export procedure.	Central Government Authorities
Promotion and Awareness	Promotion of Exports activity should be made at district level.	State Government Authorities
	Information about export procedure and other compliances should be given to the exporter.	State Government Authorities
	Publicity through various medium about export potential of District	State Government Authorities
	There should be coordination between central and state agencies for smooth flow of exports	Central and State Authorities

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Category	Issues	Relevant Government Authority
	Seminars for export promotion should be taken with Export Promotion Councils (EPC)	Central Government Authorities
	ODOP cluster should be formed to promote exports	State Government Authorities
	Farmers should form a group or cluster for agro processing	State Government Authorities
	Organizing seminars for entrepreneur and buyers and seller meet	State government and Central Government Authorities
Institutional Steps	Training for exports should be given by DGFT and EPC's	Central Government Authorities
	Seminars should be taken under the leadership of DGFT and in coordination with DIC.	Central Government Authorities
	Identify dedicated institution for export promotion and short term and long-term export-oriented courses should be prepared	State Government Authorities
	Coordination with ICD's and Industries/ entrepreneurs	State Government Authorities
	Setting up DIC as a district export office to work for the issues faced by exporters.	State Government Authorities
	Lack of awareness among farmers regarding permissible usage of pesticides and organic farming.	State Government Authorities
	Training to labour's should be given for Quality Seed Production	State Government Authorities
Logistic Infra	Adequate transportation facilities should be made available	State Government Authorities
	Improvement in road transportation facilities (conversion of existing highways into multi-laning, quality of roads, etc.).	State Government Authorities
	Frequency of trains for goods transport should be improved this will benefit agro industry	Central Government
	Air cargo facility should be made available at Chikhali	Central Government
Industrial Infra	Nearby Port is Nagpur ICD port which is a dry Port also JNPT port which is far away from Buldhana district.	Central Government Authorities
	There is a lack of Storage Facilities for exportable products.	State Government Authorities
	Seed manufacturing cluster should be formed to boost production and exports of various types of seeds	State Government Authorities
	Packaging and Greasing unit should be established in district for Vegetable exports.	State Government Authorities
	Cotton fibre, Cotton yarn and cotton related products testing labs.	State Government Authorities

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Category	Issues	Relevant Government Authority
Banking	There is no EXIM bank branch or Bank with SWIFT terminal and dealing in foreign exchange in District.	Central Government Authorities
	This is major issue banking finance in the form of LC (Letter of Credit) for export are not available to small businessman or the cost of banking facilities are costly.	Central Government Authorities
Transportation Cost	The cost of transport is a very big issue their should be monetary benefit in order to promote export since factory situated near by port have less transportation cost than us. There is a loss of customer because of transportation cost	State Government Authorities
ICD Bhusawal	ICD Bhusawal should be regularized and must have big containers in their yard for smooth transport of goods from Bhusawal to Nhava Sheva Port.	Central Government Authorities
Weigh Bridges	Non availability of high-capacity weigh bridges for trailer and trucks of higher load capacity within 50 Km range	State Government Authorities
Road Infrastructure	Road infrastructure is also a case for lack of transport facility for export.	Central Government Authorities

2.9 Export Promotion Initiatives by District

2.9.1 Formation of DEPC (District Export Promotion Council)

The Government of Maharashtra has notified the District Export Promotion Council (DEPC) in the state. The District Export Promotion Council (DEPC) constituted under the Chairmanship of District Collector and Task Force Committee under the Chairmanship of General Manager, District Industries Centre (DIC).

The broad role of District Export Promotion Council (DEPC) is as mentioned below,

- ▶ Preparation of District Export Action Plan for 5 years
- ▶ Co-ordination with DGFT, EPCs and Associations for export promotion
- ▶ Promotion of GI, ODOP and Handicraft, Agri and Horticulture products
- ▶ Identify diversification opportunities for exports
- ▶ Preparation of export database with help of DGFT
- ▶ Hold meetings of District Export Promotion Committee (DEPC), Trade fairs and B2B meetings
- ▶ Ensure availability of infrastructure at district level such as warehousing, cold storage, marketing, R&D and testing laboratories etc.
- ▶ Availability of export credit for exporters
- ▶ Grievance redressal mechanism at district level

The Buldhana district's DEPC meetings and outreach program details are as mentioned below,

Table 2-14 – DEPC Meetings details

Sr No	Date	DEPC meetings/Outreach Program Details
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Buldhana District Export Action Plan

1.	17.11.2020	Formation of DEPC and Task force committee chaired by Honorable Collector of Buldhana District
2.	21.11.2020	DEPC meeting chaired by Honorable District Collector of Buldhana
3.	24.09.2021	Vanijya Utsav Export Conclave
4.	27.09.2022	Buldhana district Export Conclave
5.	13.12.2022	DEPC meeting chaired by Honorable District Collector of Buldhana
6.	11.01.2023	DEPC meeting chaired by Honorable District Collector of Buldhana
7.	15.02.2023	DEPC meeting chaired by Honorable District Collector of Buldhana
8.	03.05.2023	Discussion on ODOP and Exports promotion
9.	11.07.2023	Discussion on ODOP, Exports and 10 point agenda of DO letter
10.	02.08.2023	DGFT export outreach programme
11.	28.12.2023	Discussion on Exports & ODOP, District Strategy Plan and Export Policy
12.	05.02.2024	Discussion on Exports and ODOP promotion through E-commerce, ODOP cluster and ODOP Branding & Packaging with technical institutes and colleges
13.	12.03.2024	Discussion on how to increase Exports from the district and ODOP promotion initiatives.
14.	21.04.2024	Discussion on Exports performance of Buldhana district, formation of export promotion cell, key issues of the exporter and ODOP products.
15.	19.06.2024	Discussion on exports and ODOP promotion initiatives.

3 District Export Promotion Strategy

3.1 Diversification Opportunities for identified export potential product

As per the analysis of data collected from WITS & DGCIS site top 10 diversification opportunity for potential products has been identified. The below mentioned table illustrates diversification opportunities for identified export potential products of the district

Table 3-1 - Diversification opportunities for Export products

Sr No	Product Name	Sub Product	HSN	Sector	Diversification Opportunities
1.	Cotton related products	Indian cotton of staple length 28.5 mm (14/32) and above but below 34.5 mm	52010015	Textile	Iran, Italy, Baharain Is, Turkey, Mexico, Korea Rp, Egypt, European Union, Other Asia, nes and Japan
		Indian cotton of all staple length 34.5 mm and above (112/32")	52010019	Textile	Nepal, Baharain Is, Indonesia, Portugal, Switzerland, Vietnam, Turkey, Indonesia, Thailand and Mexico
2.	Seeds for Planting	-	12099160	Agriculture	Netherland, Korea Rp, Thailand, Philippines, Tanzania Rep, Kenya, Nepal, Uganda, Sudan, Guatemala

3.2 Export Promotion Strategy

Below mentioned table illustrates strategy categorization and recommended strategy,

Strategy Category Types:

- ▶ **Short Term (0 to 2 yrs.)**
- ▶ **Medium Term (3 to 5 yrs.)**
- ▶ **Long Term (5 to 10 yrs.)**

Table 3-2 - Strategies to tackle issues related to Export

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
Regulatory	Short Term	Buldhana District Industrialist, Farmers & Businessman are unaware of the Export procedure.	Availability of online system incorporating latest updates in norms, policies, etc. will help businessman, exporter, framers.	Central Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			DIC should act as a felicitator for Export Activity. Export Setu facility should be given in the DIC office to handle export related compliances & issues related to export.	
	Medium Term	There is a lack of Storage Facilities for exportable products.	This issue can be resolve in a Medium-term time frame as it takes time to build warehouse hubs maintain by the state government.	State Government Authority
Promotion and Awareness	Short Term	Promotion of Exports activity should be made at district level.	Promotion of online portal at district level – Interactions with Industry associations.	State Government Authorities
	Short Term	Information about export procedure and other compliances should be given to the exporter.	Information dissemination through Export guidebook and ODOP booklet .	State Government Authorities
	Short Term	Publicity through various medium about export potential of District	Publicity through news and social media about export potential of the district for export promotion.	State Government Authorities
	Short Term	There should be coordination between central and state agencies for smooth flow of exports	Coordination with central agencies (DGFT, Customs and others) and state government offices for exports promotion.	Central and State Authorities
	Short Term	Seminars for export promotion should be taken with Export Promotion Councils (EPC)	Coordinating interactions/ seminars with EPC's and entrepreneurs for export promotion.	Central Government Authorities
	Short Term	ODOP clusters should be formed to promote exports	Promotion about ODOP cluster development for ODOP promotion.	State Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
	Short Term	Farmers should form a group or cluster for agro processing	Organizing farmers producing companies for agro processing units. To increase the coordination between farmers.	State Government Authorities
	Medium Term	Organizing seminars for entrepreneur and buyers and seller meet	Organizing Seminars and exhibitions/Haats for entrepreneurs, this will be an ongoing activity Organizing Buyer seller meet for entrepreneurs, this will be an ongoing activity.	State government and Central Government Authorities
Institutional Steps	Short Term	Training for exports should be given by DGFT and EPC's	Training program should be arranged by DGFT, APEDA	Central Government Authorities
	Short Term	Seminars should be taken under the leadership of DGFT and in coordination with DIC.	Seminar to be conducted by DGFT and handholding by DIC	Central Government Authorities
	Short Term	Coordination with ICD's and Industries/ entrepreneurs	Coordinate and promote exports in coordination with ICD's and industries/ entrepreneurs.	State Government Authorities
	Short Term	Identify dedicated institution for export promotion and short term and long-term export-oriented courses should be prepared	Identification of Institutions relevant for export promotion. Preparation of curriculum for short term and long-term export oriented courses in coordination with identified institutes	State Government Authorities
	Medium Term	Setting up DIC as a district export office to work for the issues faced by exporters.	Setting up DIC as District Export Hub and work as integrated, centralize helpdesk.	State Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
Industrial Infra	Medium Term	There is a lack of Storage Facilities for exportable products.	Warehouse and cold storage should be made available in the district	State Government Authorities
	Short Term	Seed manufacturing cluster should be formed to boost production and exports of various types of seeds	Seed manufacturing cluster should be formed with common facility to promote exports of seeds for planting from district	State Government Authorities
	Medium Term	Packaging and Greasing unit should be established in district for Vegetable exports.	Packaging and Greasing unit approved by APEDA should be established in district for Vegetable exports.	State Government Authorities
	Short term	Cotton fibre, Cotton yarn and cotton related products testing labs.	High tech testing labs for testing of cotton fibre, cotton yarn and cotton related products should be established in the district for testing sample for exports and domestic sale.	State Government Authorities
Logistics Infra	Medium Term	Adequate transportation facilities should be made available	Road transportation facilities should be improved (conversion of existing highways into multi-laning, quality of roads, etc.)	State Government Authorities
			Air cargo facility at Chikhali should be established	Central Government Authorities
			Nagpur Mumbai Samruddhi Highway should be expedited in order to boost up the export activity.	Central Government
Banking	Medium Term	There is no EXIM Bank branch or bank with swift terminal and	EXIM bank branch or Bank with SWIFT terminal and dealing in foreign exchange	Central Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		dealing with foreign exchange.	should be established in the District.	
	Medium Term	This is major issue banking finance in the form of LC (Letter of Credit) for export are not available to small businessman or the cost of banking facilities are costly.	Banking finance in the form of letter of credit (LC) should be made available to SME's and MSME's for exports.	Central Government Authorities
Transportation Cost	Medium Term	The cost of transport is a very big issue their should be monetary benefit in order to promote export since factory situated near by port have less transportation cost than us. There is a loss of customer because of transportation cost	The government should give subsidy to SME exporters so that they can upto 90% of Transportation cost so that they can retain global customers and survive cutthroat competition.	Central Government Authorities
ICD Bhusawal	Mid Term	ICD Bhusawal should be regularized and must have big containers in their yard for smooth transport of goods from Bhusawal to Nhava Sheva Port.	The government should expedite ICD Bhusawal so that exporters from Buldhana can get benefit of it.	Central Government Authorities
Weigh Bridges	Short Term	Non availability of high capacity weigh bridges for trailer and trucks of higher load capacity within 50 Km range	The government should operate weigh bridge under its undertaking so that this problem can end.	State Government Authority

3.3 Key Department Contacts

- ▶ **Export Commissioner and Development Commissioner (Directorate of Industries)**
Address: New Administrative Building, Madam Cama Road, Opp. Mantralaya, Mumbai – 400 032
Email: didci@maharashtra.gov.in
Phone: 022 22028616

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- ▶ **Joint Director of Industries, Amravati region**
Address: Ganediwal Layout Near Yashomati Thakur Office, Amravati Maharashtra 444601
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- ▶ **General Manager, District Industries Centre, Buldhana**
Address: District Industries Centre, Buldhana.
Near TV tower, old RTO office, Malkapur Road, Buldhana – 443001
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- ▶ **MIDC Industrial Association , Khamgaon**
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