



Volume III. Issue No. 05 February 09, 2017

INSIDE THIS ISSUE

Page 1 - 2 : CHAIRMAN'S MESSAGE

COVER STORY

Page 3-5: TEXPROCIL @ COLOMBIATEX

2017 Fair, Medellin City, Colombia

(24-26, Jan. 2017)

PRESS RELEASE

Page 6 : Union Budget 2017/18

TRADE NOTIFICATION

Page 7 : Member Satisfaction Survey

Page 8 : Membership Subscription Renewal

TEXPROCIL @ COLOMBIATEX 2017 FAIR



'Incredible Textiles of India' promotions at the TEXPROCIL organised group participation of Indian exporters at the Colombiatex 2017 Fair at Medellin City, Colombia during 24th-26th January, 2017.

CHAIRMAN'S MESSAGE



Dear Friends,

The last fortnight of January and early part of February was packed with the Council organising events in different parts of the world i.e. in Colombia (Latin America), Turkey (Eurasia), and in Paris (Europe) with the active cooperation of the Ministry of Textiles.

During the fortnight the Ministry of Textiles also revealed a plan to organise a mega show in India for encompassing the entire spectrum of textile activity in India at one place for the benefit of buyers/ importers from across the world.

ColombiaTex

ColombiaTex is one of the important Fairs in Latin America, in which the Council has been organising group participation for the past 4 consecutive years. In the 2017 edition held from 24 to 26 January, 40 Indian exhibitors participated and exhibited

all types of yarns, shirting fabrics, denims, grey fabrics, prints and suiting fabrics. In terms of number of companies, India is the 2nd largest participant next only to Colombia.

Ministry of Textiles had deputed Ms. Babni Lal, Economic Adviser to attend the Fair and gain first-hand knowledge about the market potential and formulate suitable strategy for increasing export of textiles from India to the LAC region.

A Seminar titled "Advantages of Sourcing Indian Textiles & Investment Opportunities" was also organized in which the presentation on opportunities of 'Make in India' were highlighted.

H. E. Shri. Prabath Kumar, Ambassador of India to Colombia, along with Ms. Babni Lal, Economic Advisor to Ministry of Textiles, Govt of India, Shri. Ujwal Lahoti, Chairman, Texprocil and Mr N. Ravindranathan, Director, Texprocil addressed the attendees at the Seminar & responded to various questions raised by them.

Participation of Indian companies was supported by excellent booth preparation and common branding organised by TEXPROCIL. Each stand had clear information both in English and Spanish on the nature of a particular companies' business and their products on offer.

Turkey Show

The 14th edition of International Istanbul Yarn Fair concluded at the Tüyap Fair Convention and Congress Centre in Turkey on February 5, 2017. The event serves as a platform which brings together the players in the yarn industry. Close to 240 companies presented innovations at the fair which were explored by visitors from around 77 countries.

The fair, which is the most important commercial gathering of the international yarn industry outside China, stands out as an opportunity not to be missed for yarn companies in the country that want to access new markets. India is the 6th largest supplier of Cotton Yarn to Turkey.

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

India exported Cotton Yarn to the tune of US\$ 6.11 Million in the calendar year 2015-16 to Turkey.

TEXPROCIL organised a group participation of 19 member companies at the Istanbul Yarn Fair held during February 2 -5, 2017 at the Tüyap Fair Convention and Congress Center, Istanbul, Turkey. The fair offered huge opportunity to sell Cotton Yarns and its blends to buyers not only in Turkey but also to buyers from other countries.

Dr Subrata Gupta, Joint Secretary, Ministry of Textiles, Govt. of India participated at the show and interacted with the Indian participants.

An interactive meeting to showcase 'Incredible Textiles of India' was also organised on the second day of the fair at the 'Akdeniz Meeting Room' venue inside the Tüyap Convention Centre. B2B interactions with the foreign buyers present at the meeting provided for a platform to showcase advantages of sourcing Indian textiles amongst international visitors.

Tex-World Paris

The Tex-World show in Paris is currently underway and details will be available in the Newsletter to be published next fortnight. However reports for the first two days show that the response at the Fair has been positive and the sentiments in the marketplace are improving steadily, which is an encouraging sign.

A visit to the "PREMIER VISION" Show held on parallel days with the TEX-WORLD also drew a good response. It is a good sign that the number of Indian Companies participating in this event is increasing. Arvind Mills, Raymond UCO Denim, Winsome, Damodar Industries were some of the Indian Companies displaying at this prestigious event.

Mega Textile Show in India

Textiles India – An International Conference & Exhibition is being organised by the Indian Government on 30 June & 1st July 2017 in Gandhinagar, Gujarat. All stakeholders are coming under one umbrella for the very first time during this Mega Textile Show.

The show highlights would include 1000 exhibitors representing 95% of India's total textile & apparel manufacturing, showcasing their products and services covering the total textile ecosystem in India to a targeted audience of 500 International buyers drawn from 20 countries, representing 80% of total global sourcing. The show looks forward to partner with countries viz. USA, UK, Japan, Korea & China for improving FDI in the sector and increasing sourcing from India. The participant partner states will include important textile hubs viz. Gujarat, Maharashtra & Andhra Pradesh.

Other highlights of the show include Chief Ministers of 10 States representing more than 90% of total investments in textile & apparel sector will announce new policy initiatives and investments in that State. For the success of the show 5 ministries are working together with a target of potential investment worth \$12 Bn and showcasing all major initiatives of Government of India and its potential in textile industry.

TEXPROCIL is expected to participate in the Show with at least 100 exhibitors and also extend invitation to select & leading "Buyers" to visit the show for business.

Further details of the event are awaited but I would request all our member exporters to participate in large numbers and make the Show a huge success. Ministry of Textiles would make it an annual event, thus providing an opportunity for all our "Buyers" to at least collectively visit at least once in a year.

Marketing Activities of the Council

Friends, as can be seen the Council has been making all of efforts to register its presence in world markets with the active support of our fellow exporters and the officials from the Ministry of Textiles. In each of these events the senior officials of the Ministry were present to get a first-hand feel of the marketplace and interact with exporters and importers. The Council organised "Networking Meetings" as part of the Ministry of Textiles marketing plan. The catch line "Incredible Textiles of India" was prominently displayed on the fascia of all the participating Indian Companies and was an integral part of the publicity carried out at these events.

The feedback received from all these events shows that the sentiments are improving and business is being generated. However issues relating to "high" Cotton prices, depreciation of the Turkish lira and the general "security" situation in Paris, Istanbul have also dampened the enthusiasm to some extent.

Friends, these issues are expected to get resolved in the course of time. In the meanwhile experience suggests that an aggressive presence in the marketplace inspite of perceived or real adversities is the only answer to increasing the market share and improving upon export performance.

It is in this spirit the Council has planned forthcoming events in Egypt, Korea, China ad Dubai.

I request all our exporter friends to participate in large numbers in these events in the coming month.

Ujwal R Lahoti
Chairman

:: TEXPROCIL ::

JOIN US... NOW! Avail of our **Membership Benefits**

To know more, please write to us on email: info@texprocil.org

COVER STORY

**TEXPROCIL @ COLOMBIATEX 2017 Fair
Medellin City, Colombia (24-26, Jan. 2017)**



TEXPROCIL organised 'INDIA PAVILION' at the Colombiatex 2017 Fair

Colombiatex is a B2B event for textile producers and distributors for textile, clothing, textile machinery, equipment and textile designs. This is the largest Textile Fair in the entire Latin American Region, mainly for promoting textile products from the Central and South American countries. India is the only Asian country allowed to participate with sizeable number of exhibitors. Importers of Textiles from all over the American continent visit this Fair to source their requirement.

TEXPROCIL E-NEWSLETTER

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Exhibitor Profile

In the 2017 edition, over 510 exhibitors from 17 countries in the following product categories participated:

- Textile Fibers
- OE Yarn
- Spun Yarn
- Fabrics
- Home Textiles
- Supplies for the Textile Industry
- Machinery and Equipment

Facts about Colombiatex:

Total stall space: Approximately 10,000 sq mts

Visitor profile: 18,000 buyers and visitors from all over Colombia and 38 other countries.

Venue: Plaza Mayor Convention Center, Medellin, Colombia

Organized by: Inexmoda, Medellin, Colombia

Visitor target group

Manufacturers of Clothing, Fabric Manufacturers, Private Label, Textile Retailers and Wholesalers, Garment Retailers and Wholesalers, Trading Companies, Agents, Designers, Buying Offices, Sales Representatives.

Purpose of participation at this event (with anticipated outcome) :

- It is the largest and most comprehensive show for the textile sector in the LAC Region.
- It is the perfect opportunity to develop business relationship with national and international companies, importers, sales representatives and strategic partnership.
- It is the most cost-efficient and cost-effective business and marketing option.
- It is the perfect event to renew existing contacts and meet new buyers to discover needs of the market.

COVER STORY

(CONTD. FROM PAGE 3)

**TEXPROCIL @ COLOMBIATEX 2017 Fair
Medellin City, Colombia (24-26, Jan. 2017)****Details of Indian participants**

- (i) Number of participants: 34 companies through Texprocil and 5 companies directly.
- (ii) Product profile of Indian exhibitors include: cotton and synthetic yarns, shirting fabrics, suiting, denim, grey fabrics, prints etc.

Profile of Buyers/visitors at India Pavilion

Visitors to India pavilion include direct importers of textiles, agents representing sourcing requirement of weaving, knitting and garmenting companies. Apart from Colombian companies, a large number of visitors from Guatemala, Ecuador, Venezuela, Brazil, Portugal, Spain, USA, Canada and Peru also met the Indian exhibitors.

Pre event Publicity

Texprocil and the Indian Embassy undertook an extensive pre event publicity publicizing participation of Indian exhibitors at ColombiaTex by means of:

- E-mail blasts to importers
- Tele-marketing
- Social Media, such as, Facebook of the Embassy
- Press release with the help of the Organisers of the Fair

Branding of India Pavilion

Focused and targeted branding efforts were undertaken with MoT approved tag line "Incredible Textile of India" at each of the stands of Indian exhibitors and banners at strategic points at the Venue.

Visit to Fabricato Textiles, Medellin, Colombia

On 25th January 2017, Ms. Babni Lal from Ministry of Textiles India, Mr. Ujwal Lahoti from Texprocil and Ms. Alejandra Hernandez from Embassy of India in Colombia, had a meeting in M/s Fabricato factory/office in Bello, Colombia. Meeting was held by Mr. Carlos de Jesus, President of Fabricato, along with Mr. Juan Mejía, Director of operations. During the meeting,



Ms Babni Lal, Economic Advisor to Ministry of Textiles, Govt.of India (Left), Shri. Ujwal Lahoti, Chairman, Texprocil (Right) interacting with the Press / Media during the Colombiatex 2017 Fair.

representatives from Fabricato, told from where they mainly import, export and their experience in trading with Indian textile manufacturers (mainly yarn). Their main concern regarding trade with India was high costs, compared to other countries and quality. After the meeting, there was a short visit to Fabricato's showroom where they were displaying their most important products, such as denim and uniforms.

Seminar alongside the Fair

Seminar on 'Advantages of sourcing Indian Textile 7 Investment opportunity' was organized alongside the Fair on the second day, in which a large number of Colombian companies attended to understand the advantages and opportunities in sourcing Indian textile products. Shri. Prabath Kumar, Ambassador of India to Colombia, Ms Babni Lal, Economic Advisor to Ministry of Textiles, Govt of India, Shri. Ujwal Lahoti, Chairman, Texprocil and Mr N. Ravindranathan, Director, Texprocil addressed the attendees at the Seminar and handled various questions raised by them.

Interaction with Press / Media personnel

A large number of Colombian Press /Media personnel interacted with Ms Babni Lal, Economic Advisor to Ministry of Textiles, GoI and Mr Ujwal Lahoti, Chairman of Texprocil and explained them about the strengths of Indian Textile sector, importance of LAC market and in particular Colombian market for Indian textile suppliers, opportunities for mutual business prospect etc.



Avail of more detailed information on
EXIM POLICY
at **TEXPROCIL GRIEVANCE REDRESSAL CELL**
email: ravikumar@texprocil.org

COVER STORY

**TEXPROCIL @ COLOMBIATEX 2017 Fair
Medellin City, Colombia (24-26, Jan. 2017)**

Market potential for T&C products in Colombia

In the year 2015-16, Colombia imported US\$ 2 billion worth of T & C, as indicated in Table below and import from India was valued at US\$ 181.93 million (8.95%). India is the largest supplier of Cotton Yarn to Colombia.

Import of T&C into Colombia - Top 10 suppliers							
Million United States Dollars							
Country	Year Ending (April - March)				04/15 - 10/15	04/16 - 10/16	%Change
	2012-13	2013-14	2014-15	2015-16			
World	2,429.60	2,321.73	2,483.75	2,030.83	1,284.08	1,148.65	-10.55
China	1,002.01	897.51	1,034.57	841.59	529.25	480.52	-9.21
USA	211.83	238.76	197.06	186.43	118.40	96.34	-18.63
India	226.07	196.07	234.72	181.93	122.47	108.42	-11.47
Mexico	120.80	114.72	96.62	74.10	48.80	48.40	-0.81
Peru	92.62	96.63	99.35	61.80	40.94	37.04	-9.51
Ecuador	79.67	74.59	71.18	46.79	31.21	20.04	-35.79
Vietnam	43.47	63.13	72.97	59.82	38.41	33.14	-13.72
Pakistan	61.54	52.96	56.98	42.99	29.12	20.16	-30.76
Taiwan	61.75	48.10	43.10	27.54	18.01	15.51	-13.87
Brazil	56.50	46.58	42.08	40.74	25.78	25.58	-0.76

Source of Data: Direccion de Impuestos y Aduanas Nacionales de Colombia – DIAN

India is the 2nd largest supplier of T & C to Colombia for the period April – October 2016, with a market share of 9.44 %. However there is an overall decline of 10.55% in the total import of T & C into Colombia and import from India also declined by 11.57 % during this period.

Strengthening of Colombian Peso by 5% over the past one year has resulted in imports becoming cheaper, particularly for certain types of fabrics. It has been reported by the importers that the Duty paid price of some varieties of grey fabrics & denim fabrics is at par or slightly lower than domestic prices thereby prompting higher levels of consumption of imported denim fabrics for domestic consumption also.

While discussing with visitors, it seems there is an increasing demand for raw cotton, cotton yarn, denim fabrics, grey fabrics and MMF blended shirting fabrics in Colombia and other Latin American countries.

Conclusion

- ❖ This is one of the Fairs in the world restricting participation of Asian exhibitors, in particular, China , fearing intense competition to the domestic manufacturers. Indian exhibitors need to be careful to avoid comparison with Chinese suppliers.
- ❖ Even though the Organisers of the Fair are allocating a limited number

of Stands for participation of Indian companies, there is a strong negative sentiment amongst the Colombian textile manufacturers, in particular, Denim manufacturers that India is giving them tough competition by exhibiting and exporting Denim Fabrics to the entire LAC region at a very competitive prices.

- ❖ It is important to maintain continuity in showcasing presence of Indian companies at this Fair in coming years with a clear objective of complementing each other’s strengths.

:: TEXPROCIL ::



Shri. Prabath Kumar, Ambassador of India to Colombia (extreme left), Ms Babni Lal, Economic Advisor to Ministry of Textiles, Govt of India (2nd from left), Shri. Ujwal Lahoti, Chairman, Texprocil (extreme right) interacting with the Indian participants @ Colombiatex 2017 Fair.

**PRESS
RELEASE**

Union Budget 2017/18



“Budget 2017-18 is positive & growth oriented but could have been better”

– Shri Ujwal Lahoti, Chairman, TEXPROCIL

The Government has announced the Union Budget for 2017-18 in the parliament recently.

“Overall the budget is positive, wide ranging and inclusive” said Shri Ujwal Lahoti, Chairman, TEXPROCIL.

Shri Lahoti was glad that the job creating package of the textile sector found a worthy mention in the latest Economic Survey 2016-17 which was presented by the Hon’ble Finance Minister, Shri Arun Jaitley. However, the made-ups sector which is included in the package still awaits the rates on ROSL scheme (Refund of State levies). The Chairman hoped that the rates will be announced soon so that the sector could take advantage of this path breaking scheme.

The Chairman welcomed the 5% reduction in Corporate Income Tax for medium and small enterprises with 50 crores turnover. This will

benefit a large number of MSMEs in the textile sector also.

Shri Lahoti appreciated that the Government will continue to take measures to boost growth as well as employment generation. He however stated that the export sector which was at the moment languishing on account of low overseas demand and rising protectionism had not found a mention in the budget. In this connection he appealed to the Government to restore some of the incentives relating to interest subvention for merchant exporters and cotton yarn and MEIS benefit for cotton yarns.

He further stated that the Economic Survey 2016-17 in Chapter 7 has expressed concern on Indian exporters of garments/textiles being disadvantaged in foreign markets on account of Free Trade Agreements (FTAs). In fact the Economic Survey has estimated that an FTA with EU and UK can lead to almost 1 lakh additional jobs being created in the garment sector apart from an increase in exports of US\$ 2 billion. If fabrics and made-up industries are also included in this calculation, the exports can easily increase to US\$ 3.5 billion and an additional 1 million jobs can be created.

Considering the fact that the FTA with EU may take some time, Government should immediately consider giving an additional benefit of 3% MEIS for exports of made-ups to EU so that the adverse impact of the FTAs can be mitigated to some extent, till such time the FTA is signed.

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**For more information on
Global Textile Markets,
Please contact us on
Email : info@texprocil.org**



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TRADE NOTIFICATION

MEMBERSHIP SATISFACTION SURVEY

Dear Member,

The Council has recently obtained ISO-9001:2008 Certification. As part of the ISO documentation concerning 'Customer Satisfaction' we are seeking feedback from our Members on the services offered by the Council. Accordingly kindly fill in your complete information below and respond to the questions below by tick (✓) marking appropriate response in the space provided or with suggestions in brief wherever necessary. We value your association with us and prompt feedback.

COMPANY INFORMATION

Name of the Company	:	
Contact Person & Designation	:	
TEXPROCIL Membership (RCMC) No.	:	
Email Address & Website	:	

1) Kindly rate the following services offered by Texprocil on rating of 5 to 1. in order to serve you still better.*

5= Excellent, 4=Good, 3 = Satisfactory, 2 = Needs Improvement., 1 = Not Availed (N.A.)

Membership	Rate Here	Trade Development	Rate Here	Trade Promotion	Rate Here	Trade Services	Rate Here	Trade Intelligence	Rate Here
Procedure for New Membership	<input type="text"/>	Publication: E-Newsletter	<input type="text"/>	Intl. Fairs & Events	<input type="text"/>	Certificate of Origin	<input type="text"/>	Interactive Website	<input type="text"/>
Membership Renewal	<input type="text"/>	E-serve	<input type="text"/>	Seminars & Workshops	<input type="text"/>	Grievance Redressal Services	<input type="text"/>	E-News Clippings	<input type="text"/>
RCMC Amendment	<input type="text"/>	Circulation Trade Enquiries Award	<input type="text"/>	MDA/MAI Schemes	<input type="text"/>	Information on Exim policy/Amendment DBK	<input type="text"/>	Information Disseminated	<input type="text"/>

2) a. Are you generally satisfied with the services actively availed by your company and marked above? Tick (✓)	YES	<input type="text"/>	NO	<input type="text"/>
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b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required)	Suggestions:
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3) How is your company benefitting from the Exhibitions / BSMS being organized by the Council? Tick (✓)	Accessing new Markets	<input type="text"/>	Generating additional business	<input type="text"/>
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Others (Pls. Specify):	Making new Contacts (Trade Enquiries)	<input type="text"/>	Any Others	<input type="text"/>
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4) How is your company benefitting from the Export Facilitation services being provided by the Council?	Information on Export Policy / Procedures	<input type="text"/>	Responses to various EXIM queries	<input type="text"/>
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Others (Pls. Specify):	Redressal of Trade related grievances	<input type="text"/>	Any Others	<input type="text"/>
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5) Have you recommended TEXPROCIL Membership to other companies? Tick (✓)	YES	<input type="text"/>	NO	<input type="text"/>
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6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? (use additional sheet if required)	Suggestions:
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*Kindly ignore this feedback form, if you have already responded.

Join Us... Now! Avail info. on Membership Benefits on email : info@texprocil.org

TRADE NOTIFICATION

TEXPROCIL MEMBERSHIP ANNUAL RENEWAL SUBSCRIPTION

The annual renewal subscription amount for the financial year 2016-2017 (due from 1st April, 2016) is as follows: -

- 1) **MEMBER EXPORTER** - RS. 11,500/- (MEM FEES 10,000 + S. TAX 1,500)
 2) **REGISTERED TEXTILE EXPORTERS (RTE)** - RS. 5,750/- (MEM FEES 5,000 + S. TAX 750)

Special Discount: Texprocil is announcing a special discount scheme for those who wish to renew their membership for a period of 3 or 5 years as follows:

Period	Membership Fees		Discount Slab	Discounted Fees		Benefit to Exporters	
	RTE	Member		RTE	Member	RTE	Member
For 3 years	15,000	30,000	10%	13,500	27,000	1,500	3,000
For 5 years	25,000	50,000	15%	21,250	42,500	3,750	7,500

[RTEs and Members have to pay service tax on the discounted amount at the rate of 15%.]

Note for Members:

Members are also requested to submit the CA Certificate as per the format given below certifying the Export Turnover for the financial years 2014-2015 & 2015-2016 i.e. the amount of actual FOB value of exports of Cotton Textiles excluding Readymade Garments and Handloom Textiles.

Members may note that the eligibility criterion of annual export turnover is minimum Rs. 2 Crore. Those not fulfilling the criteria will automatically be renewed as RTE i.e. Registered Textile Exporter.

RTEs are not required to submit the CA certificate.

Format of Chartered Accountant Certificate to be submitted by Members only:

CHARTERED ACCOUNTANT CERTIFICATE

(on C.A.'s Letter Head)

TO WHOMSOEVER IT MAY CONCERN

This is to certify that M/s. _____ (Name and full address of the Member) having IE code No. _____ have exported Cotton / Cotton Yarn / Cotton Fabrics / Cotton Madeups (Excluding Handloom Items / Readymade Garments and Silks, etc.) during the financial year 2014-2015 & 2015-2016 as follows:

Sr. No.	Description	2015-2016 (Rs. FOB Value)	2014-2015 (Rs. FOB Value)
1	Cotton		
2	Cotton Yarn		
3	Cotton Fabrics		
4	Cotton Made-ups		
	TOTAL		

(Stamp & Signature of Chartered Accountant)

(Membership No. of Chartered Accountant)

(Firm Registration No. of Chartered Accountant)

PLACE:

DATE:

Note to Members & RTEs whose RCMC is expiring on 31.03.2016:

Please apply immediately for renewal of RCMC with the following documents:

- [1] Copy of your Import-Exporter Code (IEC)
- [2] In case of Manufacturer Exporter, a copy of Manufacturing Licence
- [3] In case of changes in Partners, a copy of revised deed of partnership
- [4] In case of changes in Directors, a copy of Form 32/DIR-2 or Board Resolution for those who have resigned or newly appointed.

(For any further queries please write to Mrs. Smita Dalvi on email : smita@texprocil.org)