



# TEXPROCIL

THE COTTON TEXTILES EXPORT PROMOTION COUNCIL  
(Sponsored By Government of INDIA)  
Engineering Centre, 5th Floor, 9, Mathew Road, Mumbai - 400 004.  
Maharashtra State, INDIA.  
Website: <http://www.texprocil.org>  
E-mail: [info@texprocil.org](mailto:info@texprocil.org)  
Tel.: 91-22-2363 2910 to 12 Fax: 91-22-2363 2914

**Eserve No. 37 of 2018**

**April 07, 2018**

**To: Members of the Council**

**Sub: Inviting Participation at the Apparel Sourcing Show in Guatemala from 15th to 17th May 2018**

**Dear Member,**

The Council proposes to organize an India Pavilion at the Apparel Sourcing Show at Guatemala from 15th to 17th May 2018 at the Grand Tikal Futura Hotel and Convention Centre with the active support of The Embassy of India in Guatemala and the Association of Garments & Textile Industries (VESTEX).

### **Textile and Clothing industry in Guatemala:**

The textile & apparel sector is one of the most important sector in Guatemala. With several bilateral and multilateral regional agreements Guatemala import yarn and fabrics for conversion and re-export as well as for domestic consumption.

Guatemala is a leading producer of readymade garments (RMG) in this region though it does not have any raw material (such as Cotton or Synthetic fibre or Yarn or Fabric) for producing apparel. Consequently, it sources all its apparel raw material requirement from other countries.

### **Advantages of participating in Apparel Sourcing Show 2018**

- The only trade show in Central America that gathers the complete supply chain of the apparel and textile industry, demonstrating the region's capabilities and competitive

advantages. The CAFTA-DR region offers high-quality garments and duty-free access to several markets, which makes Guatemala and the Apparel Sourcing Show a great place to look for new business opportunities.

- The show will have more than 200 booths with exhibiting companies including apparel manufacturers, textile mills, trimmings, technology, machinery, accessories, and much more!
- International key players from the apparel and textile industry of the CAFTA DR region have been meeting for 25 years under one roof.

### **Advantage of Short Supply Rule in Guatemala**

Apparel industry in CAFTA countries like Guatemala, Honduras, Dominican Republic etc., have done well by virtue of duty free access to US market. The exemption from paying Custom duty is very crucial for exporting garments to USA from Central America which will otherwise normally attract customs duty ranging from 15-20% in USA.

“Short Supply Rules” is a legal provision for effectively circumventing the obligatory condition of using yarn/fabric produced in US or CAFTA region. This is done on the basis of a list, maintained by US Federal Government, of the yarn and fabric items that are certified to be short in supply in USA and CAFTA region. If an apparel producing company of CAFTA region uses such yarn or fabric (which are “short in supply” in USA or CAFTA region), it can still avail the duty free access to US market. All major garment producers of Guatemala, who are using fabric from China or South Korea, are doing so under ‘Short Supply Rule’ to get duty-free access to US market. [The list of short supply items is enclosed \(click\) here.](#)

There is substantial scope for increasing India’s exports to Guatemala in this sector, if we are able to additionally make use of ‘Short Supply Rule’.

### **Trade Data**

Product group wise Import data of Guatemala for Textile & Clothing are given in Table 1 (from World & India)

<b>Table 1: Guatemala Imports of Textiles &amp; Clothing</b>			
<b>Product Group</b>	<b>2017</b>		<b>% Share of India</b>
	<b>From World</b>	<b>From India</b>	
	<b>In USD Mn</b>		
Textiles & Clothing	1259.19	48.02	3.81

of which			
Textiles	1023.03	39.99	3.9
Clothing	236.16	8.03	3.4
Cotton Textiles	429.74	26.95	6.27
Cotton Yarn	144.32	19.68	13.63
Cotton Fabrics	137.52	4.69	3.41

- In the year 2017, Guatemala imported US\$ 1.25 Bn worth of T&C products, of which, Textiles was \$ 1.02 Bn and Clothing US\$ 236.16 Mn.
- Import of Cotton textiles accounted for almost 34.11% (\$ 429.74 Mn) of total import of Textiles.
- India is the leading supplier of cotton yarn to Guatemala outside of the US-CATFA-DR region.
- Data indicates that potential growth exist in cotton yarn followed by cotton fabrics in this market.

### **Participation Fees**

Participation fees for 9 sq mtrs booth will be Rs. 80,000 + 18% GST= Rs 94,400.

Each 9 sq m of exhibit space includes: \* Fascia \* 1 power point socket \* Carpet \* 1 table \* 2 chairs \* 1 waste basket \* 1 shelf OR 1 rod

### **No MDA benefit available:**

Kindly note that as per the recent Govt. circular no.11/33/2015-E&MDA dated 16.02.2017, MDA scheme is no longer available to exporters.

**Interested Members are requested to send their Application along with Payment** favouring of 'The Cotton Textiles Export Promotion Council' payable at Mumbai at the earliest and not later than 25th April 2018. Participation will be confirmed only on receipt of payment.

### **Application Form:**

Kindly arrange to submit the application form complete in all respects at the earliest.

**[Please click here for Application Form](#)**

For further details, kindly contact:  
 Mr. Shailesh Martis, Joint Director  
 The Cotton Textiles Export Promotion Council  
 Engineering Centre, 5th Floor,  
 9 Mathew Road, Mumbai-400 004  
 Tel: 022-2363 2910 to 12 Fax: 022-2363 2914

E-mail: [shailesh@texprocil.org](mailto:shailesh@texprocil.org) / [mrunal@texprocil.org](mailto:mrunal@texprocil.org)

Being an esteemed member of the Council & a leading exporter of cotton textiles, we solicit your participation thereby supporting initiatives by the Council.

Regards,

**Dr. Siddhartha Rajagopal**  
**Executive Director**

**TEXPROCIL**

2018 © **TEXPROCIL**

If you no longer want to receive emails from us, you can [unsubscribe](#).