



A fortnightly publication of THE COTTON TEXTILES EXPORT PROMOTION COUNCIL OF INDIA

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#### TEXPROCIL @ TEXWORLD PARIS



'Incredible Textiles of India' promotions at the TEXPROCIL organised group participation of Indian exporters at the Texworld and Apparel Sourcing Show, Paris during 6th to 9th February, 2017.

#### **CHAIRMAN'S MESSAGE**



Dear Friends,

The first half of the month of February brought some good news for the Cotton Textiles sector as exports for the month of January

2017, marked an increase of around 9.81% over the same period last year. However aggregate exports for the 10 month period (April-January) of the fiscal year 2016 - 2017 still shows a marginal decline of around (-) 5%. It is hoped that in the remaining 2 months of the current fiscal year, we should be in positive territory.

The reason for the measure of optimism is that the reports from the Fairs in which the Council participated like Heimtextil Fair in Frankfurt & the Tex-World Fair in Paris in the months of January & February, 2017 show that new and fresh business is being generated & there is a renewed interest in buying merchandise around the world.

Another important factor is that the exporters from India have been able to

hold on to the prices, inspite of rise in prices of "Raw Cotton" and even Yarn.

#### Yarn Market in China

The latest report from the Chinese Market shows that the transactions of cotton yarns have recovered gradually after the Lantern Festival (February 11). Price of cotton yarn has been largely stable after an initial increase. Much will depend on the way the Chinese respond to the auction of locally produced Raw Cotton, expected to take place in the first week of March and the subsequent "Inter - Textile & Yarn - Expo Fair" being organised from 15-17 March, 2017 in Shanghai. However the general expectation is that demand should increase.

#### **Tex-World Paris**

The Tex- World show in Paris was held from 6-9 February, 2017. The show attracts a large number of international buyers for Fabrics and fashion accessories like Scarves & Stoles. The report from the Fair was very encouraging as the exhibitors of Apparel & Suiting Fabrics, including Denim were able to generate good

business. As usual the "Scarves & Stoles" section was kept busy with good enquiries and "on the spot" sales.

## **Meeting with the Hon'ble Minister of Textiles**

We met the Hon'ble Minister of Textiles on 17 February, 2017 and briefed her about our pending issues relating to extending the benefits of MEIS & interest subvention to Cotton Yarn. We also requested the Hon'ble Minister to make the benefits under ROSL for Made- Ups applicable from January 5, 2017 when the decision was taken and the Gazette Notification was issued. The fact that the Notification for the rates of duty drawback has been held up on account of the State Elections (which is beyond anybody's control) should not affect the date of implementation. The Hon'ble Minister agreed to look into the matter.

#### Mega Textile Show in India

While we got a good opportunity to represent our issues, the Hon'ble Minister informed us about the forthcoming "mega- event" being organised by the Ministry of Textiles with the collaboration of all the Textile

### CHAIRMAN'S MESSAGE

#### **CONTINUED FROM PAGE 1**

EPC's and Associations in Gandhi Nagar, Gujarat from Jun. 30-Jul. 2,2017 under the guidance of the Prime Minister's Office (PMO). We reported this initiative in the previous edition of this page last fortnight.

The Ministry expects to showcase the entire textile "value- chain" in the country for international buyers who will be invited to attend the event. Publicity is planned on a massive scale.

The Halls will be given to each EPC/ Association who will then be expected to organise the display, round-table discussions on subjects of interest, invite buyers etc.

Friends, the exercise is being planned on a mega scale and all of us associated with our Council should accept the challenge of organising this mega - show in a befitting manner & rise to the occasion.

We will come back with more details and put in place an Action-Plan to implement the entire programme. Needless to say, we can make this programme a resounding success only with the cooperation of all our members.

#### **Meeting with DGFT**

We also took the opportunity to meet the DGFT on 17th February and apprised him about our concerns regarding the need to increase the MEIS entitlement for Made-Ups exported to EU by at least 3% on account of the tariff preferences given to our competing countries like Bangladesh, Pakistan & Turkey. As is well known these discriminatory duties are severely effecting India's exports of these items. Additional rewards under MEIS for a short period, at least until India concludes an FTA with EU will go a long way in boosting competitiveness of Indian exports.

We also requested the DGFT to consider extending MEIS to Cotton Yarn (on the lines of manmade fibre yarns) along with interest subvention as this sector alone had been left out.

Friends, the Government has announced a review of the Foreign Trade Policy and requested for suggestions from the Council. While the Secretariat is compiling various suggestions received from the trade, I would request all our members to take time out of their busy schedules and send us suggestions both on policy and procedures quickly (not later than 28 February) so that we can compile them and send it to the Government. Your cooperation in this regard will be of great help in simplifying procedures and fine tuning present policies.

## Congestion at Petrapole- India & Benapole- Bangladesh Border

The Council received representations from members that the Petrapole border used as a transit point for exports to Bangladesh was severely congested with at least 5000 trucks stuck at the Port taking 10-15 days to cross the border. Further, due to the congestion, cargo trucks are required to report at Bongaon Municipal Parking at Kalitala in Bengal further adding to delays. Even the Circular issued by the CBEC on 13.3.2002, laying down procedures for faster clearance of export cargo from hinterland ICD/ CFS to Bangladesh/ Nepal was not being implemented by the local authorities at Bongaon.

In order to take up this matter we met Shri B.S. Bhalla, Joint Secretary, Ministry of Commerce at Delhi on 17 February. He explained that he had visited the Petrapole land port on 15 February and held detailed discussions with the local administrative authorities. Representatives of Arvind Mills and Vardhaman Industries were also present at the meeting.

He stated that the problems of congestion will be resolved shortly using digital technology and tracking of cargo on a real time basis. The infrastructure will also be improved by creating additional parking space. The order issued by CBEC for priority clearance of ICD/CFS cargo will also be implemented.

Friends, the Government is showing a pro - active approach to resolve some of these long pending issues. We hope that in the coming months the situation will show marked improvement.

#### Meeting with the Consul General, Republic of Korea, Mumbai

We also met Mr Soung - eun KIM, the Consul General of the Republic of Korea in his office at Mumbai on 15 February to solicit his support for the Council's forthcoming participation in 'Preview in Daegu' fair in Korea. Around 30 exhibitors from India are participating in the event. We expect to build on the duty- free access given to India under the Indo-Korea CEPA, especially for value added products like Fabrics & Made-ups. The Consul General agreed to provide assistance by circulating the list of participants to the Korean Importers Association and other leading trade bodies. We hope this participation provides an added impetus to our exports to South Korea.

#### **Organising Seminars on topical Issues**

As part of it's efforts to sensitise members on various issues of topical interest the Council proposes to organise Seminars in Mumbai and also at leading production & textile centres.

To begin with we are proposing a Seminar on Supply Chain Finance on Mar. 3, 2017 at the "SEMINAR HALL" in the Head Office of the Council at Mumbai. This will be followed by a Seminar by the leading Swedish retail chain IKEA on "Sourcing Requirements of IKEA" on Mar. 23 at Mumbai in the Council's Head Office followed by a similar event in Coimbatore on Mar. 24, 2017.

Friends, as can be seen the Council is pushing itself on all possible fronts to increase exports and assist our members in achieving greater awareness regarding the emerging trends in world markets. We are also not leaving any stone unturned in resolving the issues confronting our members as they negotiate their way through these trying times.

Yet, there may be areas where we need to give greater attention and focus. We look forward to receiving your constructive suggestions in this regard.

#### Ujwal R Lahoti Chairman

:: TEXPROCIL ::

### **COVER STORY**

# TEXPROCIL @ Texworld and Apparel Sourcing Show PARIS (6-9, Feb. 2017)



The Texworld and Apparel Sourcing Show was held at Le Bourget Exhibition Halls 2 and 4 from 6-9 February, 2017 in Paris. The Fair saw the convergence of several major importers at the Show to source their requirement of all types of fabrics. The Council took an information booth of 18 sq mtr at the Texworld Show and 53 Indian exporters of fabrics and 31 Indian exporters of apparel participated in this important Fair in Europe. The fabric participants were in Halls 2 & 4 while the exhibitors of Apparel Sourcing were in Hall 2 only.



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European Union (EU 28) as a combined market is India's largest importer of Textiles & Clothing (T&C) accounting for 26.3 % of total export of T&C from India during 2016. Considering the higher spending capacity in EU 28 countries, as a block, it is the single largest market for the Indian export of T&C products. However, only 7.08 % of total import of T&C into EU was from India thereby offering scope for increasing market share by undertaking suitable marketing activities like participation in this global event to meet major importers in EU.

## **About Texworld and Apparel Sourcing Show**

Organized by Messe Frankfurt France, the 'Texworld and Apparel Sourcing, Paris' Fair is a competitive Show which is entirely adapted to European needs. This Fair is considered to be a Worldwide Textile "Rendezvous" where trade exchanges among thousands of

visitors with exhibitors takes place on a single networking platform. The total exhibition space occupied was approx. 41,000 sqm with over 1000 exhibitors from 35 countries participating under one roof, attracting over 12,000 visitors from over 80 countries during the 4 days of the show.

In the apparel section, pavilions of Ethiopia, Bangladesh and Guatemala were seen at this edition. Whilst the dedicated Shawls & Scarves section is already well-known and acknowledged, Apparel Sourcing has also reserved an area specifically for small items such as hats, gloves, handbags etc., under the Accessories section.

#### Exhibitors

In the February edition, about 750 international exhibitors from 25 countries for Texworld and about 265 exhibitors from 10 countries for Apparel Sourcing made the Show an "all-in-one" platform for the textile sectors including Cotton and Synthetic fabrics / Shirting /

#### **COVER STORY**

(CONTD. FROM PAGE 3)

### TEXPROCIL @ Texworld and Apparel Sourcing Show PARIS (6-9, Feb. 2017)

Linen / Denim / Wool / Knitted fabrics / Silk fabrics / Embroidery, Lace / Prints / Scarves and shawls & Yarns. Chinese exhibitors together were almost 70% of the total exhibitors at both the Shows.

#### Country wise break-up of exhibitors at Texworld & Apparel Sourcing, **Sep 2016**

China	705
Turkey	95
India	84
South Korea	77
Others	55



presentation to international audience at Interactive Meeting

#### **Visitor Profile**

The Show received a total of 13,559 visitors, which was an increase of 6.9% compared with the February 2016 show. The effects of the uncertainty experienced in February 2016, due to the challenging security issues, have now returned to normal. A situation that puts the fashion industries back in an ideal position to move forwards. Europeans and Americans represented an average increase of 6% at this February 2017 show.

The French numbers have grown for the 3rd show in succession, amounting to +12% this time. Italian visitors were up by 9%, and those from Spain are also on the increase, up by 3%. The over 1000 exhibitors at the two shows noted the high quality of visitors and the climate for business proved positive.

#### **Indian participants**

There were 84 exhibitors from India (53 in Texworld and 31 in Apparel Sourcing). The participants were member exporters from TEXPROCIL, SRTEPC, Wool and Apparel Council showcasing products made from cotton, silk, wool, embroidery amongst other categories.

The response of buyers at the Show was encouraging although not at the level of previous Texworld editions. The overall industry were showing encouraging signs especially in light of the various security concerns during last year. The presence of new buyers were minimal while many exhibitors recorded that only their set of fixed buyer visited the Show and the exhibitors' continual presence is required so as to show the latest collections and trends to these buyers.

#### Feedback from the participants through the Council

Overall, most of the exhibitors were satisfied with the number and quality of visitors to their stalls. A few participants felt that the Show should be reduced to three days instead of four days and reduce the cost of the fair. Visitor turnout during the second and third days wore thin as many buyers went to visit the Premier Vision Show held concurrently with Texworld. In general, many exhibitors through the Council were satisfied in meeting their target business in this event and are keen to participate through the Council in the September 2017 edition of Texworld, Paris.

#### 'TEXPROCIL' Information Stall

The Council had an 18 sq mt stall at Texworld which was designed and decorated as per the new logos and theme of "Incredible Textiles of India". The new Texprocil film on India textiles and the multi-media film was also continuously played in the Texprocil booth. Enquiries for yarns and fabrics were recorded from visitors to the stall. Of the total trade enquiries received at the stall, 80% of the visitors required fabrics while 10% needed yarns and the balance 10% were of ecommerce companies and exhibition companies.



Avail of more detailed information on **EXIM POLICY** 

at TEXPROCIL GREIVANCE REDRESSAL CELL email: ravikumar@texprocil.org

### **COVER STORY**

# **TEXPROCIL** @ Texworld and Apparel Sourcing Show PARIS (6-9, Feb. 2017)



#### Other activities

Shri Madhukumar Reddy, Joint Secretary, Ministry of Textiles visited the Show and participated in the Press Conference on the first day of the Show. Shri Reddy spoke on the increased capacity and capabilities of the Indian textile sector as a whole besides also elaborating that India is geared to meet all the needs of the international buyers whether in small quantities or in products ranging from handlooms and handicrafts to premium and niche textile products. He also mentioned that Indian companies exhibit globally in various countries making efforts to increase their exports. However, the Ministry of Textiles recognizing this aspect has now decided to organize a mega event called 'Textiles India' from June 30 to July 1 at Gandhinagar, Ahmedabad bringing all the textile products under one roof and inviting over 500 buyers from all over the world to attend the Show. The Show will include exhibition, conferences and B2B meetings.

In the evening Texprocil organized the "Interactive Meeting on Incredible Textiles of India" where Indian exhibitors and international buyers were invited for the meeting. The Meeting started with a presentation made by ED, Texprocil on India as a manufacturing hub for textile manufacturing and also as an attractive destination for investments. Bilateral synergies between India and France were also highlighted.

This was followed by a short speech by Shri Manish Prabhat, Chef de Mission, Embassy of India, Paris.He highlighted the areas of opportunity in investing in India besides also ensuring all help and support from the Embassy to Indian companies who face any issues while exporting to France.

Finally Shri Madhukumar Reddy concluded by highlighting India's "Make in India" campaign and also reiterating the "Textile India" Show initiated by the Ministry in June-July 2017. He encouraged the Indian participants at the Meeting to participate in the mega Show while inviting the buyers present to attend the Show as well.

#### **Conclusions and Recommendations**

- 1) The Texworld and Apparel Sourcing Show is one of the biggest fabric shows in Europe and is the main gateway for meeting buyers across Europe
- 2) On the Apparel front, the Show has established itself as a good sourcing platform for products like scarves, shawls and stoles while the demand for Indian embroidered / lace fabrics and wool products has continued to be good at the Show
- 3) The February edition has shown an encouraging sign in terms of visitor footfalls compared to last year's edition
- 4) New applicants found the Show fruitful as they were able to get new leads and contacts for their products especially for ladies wear in apparels
- 5) It is recommended that Texprocil should take an information booth in the Premiere Vision Show also to provide information on Indian cotton textiles.

#### :: TEXPROCIL ::



Shri A Madhukumar Reddy JS MoT (2nd from left) and Shri Siddhartha Rajagopal, Executive Director, TEXPROCIL (extreme left) in a meeting with organisers, Messe Frankfurt

# SPECIAL FEATURE

### TEXPROCIL @ Istanbul Yarn Fair 2017







The Council participated in the 14th International Istanbul Yarn Fair which was held at the Tuyap Fair Convention & Congress Center Istanbul, Turkey from February 2 to 5, 2017.

19 Indian companies had participated in the fair through TEXPROCIL occupying an area of 171 sq. mtrs. The Council also had a booth for itself which served as an information centre.

International Istanbul Yarn Fair, which is organized annually, has become very successful and the world's most comprehensive yarn fair. The fair attracts buyers from various locations in Turkey and from more than 75 countries.

Mr. Subrato Gupta, Joint Secretary, Ministry of Textiles, Government of India had inaugurated the Indian Pavilion at the fair. Shri Azhar A. H. Khan had visited the fair on 4.2.2017.

A good number of visitors had attended the fair. Many buyers from Countries like Iran, Egypt, China, Portugal, Spain and Poland besides Turkey visited the fair.

#### Road show & B2B Meetings

On the sidelines of the Exhibition, the Council had organized a Road show and B2B meetings. The Road show was well attended by the buyers and representatives from various textile associations in Turkey besides all the participating companies. Shri Subrata Gupta , Joint Secretary made a presentation on the "Textiles India 2017 "scheduled to be held from June 30 to July 2, 2017 at Gandhinagar.

Shri Siddhartha Rajagopal, Executive Director, TEXPROCIL made a presentation on the "Indian Textiles in India". Shri Azhar A. H. Khan, the Consul General, in his address

highlighted the trade relation which India had with Turkey since centuries. The Roadshow was followed by B2B meetings between the Indian Companies and the buyers/ agents.

## Meeting with Association of Knitted & Woven Garments (ORSAD)

Shri Subrata Gupta , Joint Secretary , Shri Siddhartha Rajagopal , Executive Director and Shri A.Ravi Kumar, Joint Director had a meeting with the Association of Knitted & Woven Garments (ORSAD) on 3.2.2016 . The President of this Association Mr. Firkri Kurt and other members were present in the meeting . Issues related to mutual interest were discussed. The Association assured to provide all assistance to the Council in promoting exports of textiles to Turkey. Shri Subrata Gupta informed the association about the "Textiles India 2017" scheduled to be held in Gandhinagar from June 30 to July 2, 2017 and invited its members to visit the event.

#### **Feedbacks**

All the Indian companies reportedly benefited by participating in the fair. Many of them have got orders and have also established contacts with potential buyers.

Turkey continues to be a lucrative market for Indian Cotton textiles products. Exports to this Country can be increased if the products are of high quality and priced competitively. In the likely event of a reduction in duties on Indian textiles especially fabrics by Turkey, Turkey promises to be an attractive market of for Indian Cotton textiles.

#### :: TEXPROCIL ::

# TRADE PROMOTION

# TEXPROCIL in a Meeting with Consul General, Republic of Korea, Mumbai



With a view to provide an added impetus to India's exports to South Korea, Shri Ujwal Lahoti Chairman, TEXPROCIL & Shri Siddhartha Rajagopal, Executive Director met Mr Soung - eun KIM, the Consul General of the Republic of Korea in his office at Mumbai on 15th Feb. 2017. The Council expects to build on the duty- free access given to India under the Indo- Korea CEPA, especially for value added products like Fabrics & Made-ups.

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

# TRADE NOTIFICATION

Dear Member,

### **MEMBERSHIP SATISFACTION SURVEY**

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 (	Compan	у	:						
Contact Perso	n & Des	ignation	:						
TEXPROCIL M	embersl	nip (RCMC) No.	:						
Email Address	& Web	site	:						
· ·		=	-	-	_	5 to 1. in order to serve yo = Not Availed (N.A.)	ou still b	etter.*	
Membership	Rate Here	Trade Development	Rate Here	Trade Promotion	Rate Here	Trade Services	Rate Here	Trade Intelligence	Rate Here
Procedure for New Membership		Publication: E-Newsletter		Intl. Fairs & Events		Certificate of Origin		Interactive Website	
Membership Renewal		E-serve		Seminars & Workshops		Grievance Redressal Services		E-News Clippings	
RCMC Amendment		Circulation Trade Enquiries Award		MDA/MAI Schemes		Information on Exim policy/Amendment DBK		Information Disseminated	
	_	ally satisfied with the		-	iled	YES		NO	
<ul> <li>b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required)</li> </ul>			Suggestions:						
<ol> <li>How is your company benefitting from the Exhibitions / BSMs being organized by the Council? Tick (✓)</li> </ol>			Accessing new Markets	kets Generating additional business					
Others (Pls. Specify):				Making new Contacts (Trade Enquiries)		Any Others			
4) How is your company benefitting from the Export Facilitation services being provided by the Council?			Information on Export Policy / Procedures		Responses to various EXIM queries				
Others (Pls. Specify):			Redressal of Trade related grievances		Any Others				
5) Have you recommended TEXPROCIL Membership to other companies? <b>Tick (√)</b>				YES		NO			
	-	other suggestions to ? (use additional she			ROCIL	Suggestions:			

<sup>\*</sup>Kindly ignore this feedback form, if you have already responded.

# 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	Discounted Fees		Benefit to Exporters	
reriou	RTE	Member	Slab	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	s / 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)