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## TEXPROCIL @ HEIMTEXTIL 2017 FAIR



Inauguration of 'India Pavilion' at Heimtextil 2017 set up by TEXPROCIL at the hands of H.E. Mr. Raveesh Kumar, Consul General of India in Frankfurt (1st row-3rd from Left) and Mr. Puneet Aggarwal, Joint Secretary, Ministry of Textiles, Govt. of India (4th from Left) along with Mr. Ujwal Lahoti, Chairman, TEXPROCIL (2nd from Left) and Mr. Siddhartha Rajagopal, ED, TEXPROCIL (2nd from Right).

## CHAIRMAN'S MESSAGE



Dear Friends,

As the New Year dawned and settled into its rhythm, the first major event in the world, the Heimtextil Fair took place in Frankfurt, Germany from January 10 -13, 2017.

The Heimtextil Fair is the biggest and most important international trade fair for Home and Contract Textiles.

A total of 2963 exhibitors from 67 countries presented their new textile designs across 20 halls. There were over 325 exhibitors from India, the second largest contingent participating in the Fair.

This year the Council implemented the marketing program of the Ministry of Textiles and proudly displayed the catch line "Incredible Textiles of India!" on the fascia

of all the participating companies from India. The Council was the "lead council" for the event and co-ordinated the participation along with other Textile Councils like Handloom Export Promotion Council (HEPC), Export Promotion Council for Handicrafts (EPCH), Powerloom Development and Export Promotion Council (PDEXCIL) and the TEXPROCIL.

Common branding was done and a joint presentation was made at an Interactive Meeting with Importers which was attended by the Council General of India, Frankfurt Mr Raveesh Kumar and Mr Puneet Agarwal, Joint Secretary, Ministry of Textiles, who also led a trade delegation to the event.

All the events went of very well and reports from the participants at the Fair also indicate that the European Markets are looking up and better than expected business was transacted at the Fair.

### Increase in Exports

The improving sentiment in the Market Place was also reflected in the export data published for the month of December 2016, which showed that exports of cotton textiles have increased by 7.75% during the month. Although the overall exports for the period April-December, 2016 has shown a decline of (-) 6.80%. An important reason for this decline is the steep fall in our exports of Cotton Yarn to China which has pulled down our overall exports. In recent months there are reports about the improving sentiments in China and we hope to improve on our exports performance.

In this connection we have been appealing to the Government to give some relief to the yarn exporting sector by extending the 2% benefit under the MEIS and 3% Interest Equalisation Scheme but the Government has not relented yet. We continue to take up this issue with the hope that good sense will prevail and our request will be conceded.

## CHAIRMAN'S MESSAGE

## CONTINUED FROM PAGE 1

### Special Package for Made-Ups

The special package for made-ups announced recently is awaiting implementation as the Duty drawback rates for rebating the State Levies are yet to be announced. We understand that owing to the announcement of elections in some States, the matter is pending notification by the Ministry of Textiles. However the announcement relating to enhanced ATUFS has been made. It is only a matter of time before the other notifications follow.

### Collection of Statistics by the Textile Commissioner

Friends, in a recent notification the Textile Commissioner has been designated as the Chief Statistical Officer and has been mandated to collect data on monthly, quarterly, half- yearly and annual basis from manufacturers, traders, exporters and importers.

While the step meets the long standing demand of the trade and industry for accurate and reliable data sets, it is hoped that market sensitive information collected from the industry is used only for the purposes of formulating policies and adequate steps are taken to ensure that seasonal "peaks" & "troughs" are not magnified into alarming situations inviting undue and hasty policy interventions.

### Imposition of Ant- Subsidy Duty by Pakistan on imports of Cotton Yarn above Count Groups 55.5 and Above from India.

Friends, the new year has begun on a positive note although we have just received information that Pakistan has imposed provisional anti-subsidy duties on import of Cotton Yarn above counts 55.5 and above from India ranging from 4.76% to 10.99%.

This is a serious matter and the Council is taking up the issue through the Government as it has long term implications for Indian export policies which are applicable ( except for certain sector specific schemes) horizontally across commodities and products. These duties are not applicable on imports for re- exports but only if used for domestic consumption in Pakistan.

It is ironic that at a time when Pakistan finds Indian Export Promotion Schemes to be countervail able, they have gone ahead and announced drawback reliefs for their textile sector from Garments to Cotton yarn in the range of 4-7%! These schemes should be scrutinised carefully as they may amount to impermissible subsidies under the WTO Agreement on Subsidies and Countervailing Measures (ASCM).

Further, Pakistan depends overwhelmingly on imports of

Cotton Yarn from India ( with India having a market share of almost 89% in quantity) and these actions will only have an adverse impact on the production of value- added items in that country.

While the Council is taking all necessary steps to deal with the situation, we hope that good sense prevails on Pakistan and they rescind these measures at the earliest opportunity.

Friends, the coming months should present us with fresh opportunities as the old economic order is slowly but surely undergoing changes. The new Administration in the USA has already announced it's intentions and is likely to review the trade pacts like NAFTA, TPP. China is also slowing down and the countries in South Asia and South East Asia are undergoing far reaching changes as they adjust to a new geo- political order. BREXIT is likely to take shape and trigger various undercurrents in Europe.

In India, we look forward to the Budget to be announced on February 1, 2017 to give a stimulus to the economy, as it recovers from the impact of the "demonetisation."

All in all, an eventful year awaits us all!

**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](mailto:info@texprocil.org)

## COVER STORY

# TEXPROCIL @ HEIMTEXTIL 2017 Fair

## Frankfurt, Germany (10-13, Jan. 2017)



Realizing the tremendous potential in T&C trade offered by Germany which is also a leading market for Indian Home Textiles in the EU, the Council had organized the 'Brand India' Pavilion at the Heimtextil Fair 2017 held in Frankfurt, Germany from January 10 - 13, 2017 in Hall no. 10.2, Booth no. B31 of the Messe Frankfurt Exhibition Grounds.



### TEXPROCIL E-NEWSLETTER

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India is the 4th largest supplier of T&C to European Union after China, Turkey, and Bangladesh with exports of all textiles and clothing to the European Union (EU) from India amounting to approximately US \$ 8.5 billion in 2015. Germany's imports of Home Textiles (including Madeups) from India in 2015-16 amounted to US \$ 479.41 million out of which cotton made-ups consists of US \$ 263.34 million making India the fourth largest supplier to the country after China, Turkey and Pakistan.

#### About Heimtextil

Heimtextil is the biggest and most important international trade fair for home and contract textiles. Trade visitors from all continents attend Heimtextil to experience the pioneering innovations and the latest trends. Find new suppliers for all qualities and product groups helps analyze the changes in demand behaviour.

The first trade fair of the year

for home textile sector, this fair is a climate and trend barometer for the whole business year.

#### Fair Statistics

In spite of the adverse climate, particularly on the first and last days of the trade fair, almost 70,000 trade visitors (2016: 68,277) from across the world attended the leading trade fair for home and contract textiles and were won over by quality and variety of the exhibited products as well as the trends of the new season. Growth was driven primarily by Brazil, China, the United Kingdom, Italy, Japan, Russia, the USA and UAE.

A total of 2963 exhibitors from 67 countries (2016: 2864) presented their new textile products and designs across 20 halls and appeared to be highly satisfied by the orders they received and business contacts they made.

**Exhibitor's Profile :** Interior textiles, Design and trends, International manufacturers, Dealers and Designers

## COVER STORY

(CONTD. FROM PAGE 3)

## TEXPROCIL @ HEIMTEXTIL 2017 Fair Frankfurt, Germany (10-13, Jan. 2017)

**Products Profile :** Home Textile Products, Household textile Products– Bath, Bed, Table, Services

### Heimtextil 2017 – beating textile heart of the interiors industry ...!

The fair statistics speak for themselves: Heimtextil grew once again in 2017 in terms of its visitor and exhibitor numbers. The positive sentiments at the fair, since long, have never been about quantity but about the high quality of the products exhibited as well as the intensity of discussions between purchasers and exhibitors. Frankfurt is the international meeting place and beating textile heart of the interiors industry.

Overall, visitors were positive in sourcing their requirements, given the sector's economy was considered to be in a better place even than last year. Visitors from Germany in particular considered the situation to be good (40 per cent).

Also many of the global participants expressed higher satisfaction in showcasing their innovative product lines as they experienced a positive visitor response and were able to acquire both export and domestic contacts. They were pleased to leave the current edition of Heimtextil with a good feeling and look forward to returning next year.

### Support from Consulate General of India

H.E. Mr. Raveesh Kumar, Consul General of India in Frankfurt along with his colleagues from the Indian consulate extended all possible support and guidance to the participating Indian contingent. The Consul General, despite tenacious engagements at the Consulate, actively participated at key events in the fair including the inaugural event and interactive meeting with importers. The Consulate team also took a round of the fair and met with the key Indian companies to understand their problems for importing in the EU region and offered to facilitate them with necessary guidance to overcome hurdles to access trade in the region.

### Visit of High Level Delegation from India

A high level delegation under the leadership of Mr. Puneet Aggarwal, Joint Secretary, Ministry of Textiles,



Govt. of India visited the fair, to gain a first-hand experience of the international event and led focussed promotions of 'Incredible Textiles of India' at the fair.

On the first day of the fair, the heads of the Indian textile Councils held a joint Inauguration of 'India Pavilion' at Hall 10.2, Stand B31 set up by TEXPROCIL at the hands of H.E. Mr. Raveesh Kumar, Consul General of India in Frankfurt and Mr. Puneet Aggarwal, Joint Secretary, Ministry of Textiles, Govt. of India along with Mr. Ujwal Lahoti, Chairman, TEXPROCIL (Lead Council) and the Executive heads of other Councils viz. TEXPROCIL, HEPC, PDEXCIL and EPCH participating at the fair.

In the course of next two days of the fair, the delegates had an extensive schedule of meetings including those with the Fair Authorities, International importers, and interactions with international Press & Media and the participating Indian companies. The delegation also conducted a recce of key designate areas like the Theme Pavilion in Hall 6.0., Foreign Country Pavilion like those of best of European Companies in Hall 11.0., apart from meeting clusters of Indian participating companies under their respective export promotion councils.

### Focussed Promotions

At various fora, the Ministry of Textiles had asked the participant Council's to offer suggestions in relation to promotion of Indian textiles in unison to the world



Avail of more detailed information on  
**EXIM POLICY**  
at TEXPROCIL GREIVANCE REDRESSAL CELL  
email: [ravikumar@texprocil.org](mailto:ravikumar@texprocil.org)

**COVER STORY****TEXPROCIL @ HEIMTEXTIL 2017 Fair  
Frankfurt, Germany (10-13, Jan. 2017)**

under the marketing plan for the year published by the Ministry. TEXPROCIL was designated as the Lead Council for the Heimtextil Fair along with other supporting councils including HEPC, PDEXCIL and EPCH participating at the fair.

The Councils extended the promotional program to their respective participating member companies through various featured items like stickers, lapel-pins, exclusively designed bags, common fascia design, standees and other media to popularise 'Incredible Textiles of India'. The promotions were well received by the international audience apart from the drawing attention of Asian competitors who felt the campaign did help to draw attention to Indian stalls at a greater extent.

**Roadshow/Interactive Meet with International importers**

A networking meet on 'Incredible Textiles of India' was organised by the participating textile Councils on 11 Jan, 2017 during 5-7pm at Conference Room 'Reflexian-2' at Hall 10.3, in Messe Frankfurt fair premises.

As a part of the Roadshow, the Councils organized a presentation showcasing the advantages of sourcing textiles from India amongst the leading importers/buyers visiting the fair.

The meeting saw participation of around 60 attendees that included an encouraging representation of foreign buyers, leaders of international textile associations, media representatives and some of the leading Indian companies who actively participated in the Q&A session that followed. Some of the participants even thanked the organising Councils for providing a platform for networking which in near future should lead to fruitful business opportunities.

**TEXPROCIL - Brand India Pavilion**

The Council's booth ad measuring 48 SQM was strategically located at the entrance of Hall 10.2, exclusively meant for the Asian participants.

The information booth set-up by the Council also showcased an impressive presentation of Made-in-India products sourced from the members themed on 'Inspiring Luxury' campaign exclusively designed by an Italian Designer.

The fair saw 340 Indian participants both through Messe Frankfurt India and directly through Messe Frankfurt Germany. These included more than over 122 TEXPROCIL member participants.

The Council's booth saw a steady stream of trade visitors.

**Feedback**

Feedback forms from all the member exporters were collected on the final day of the show.

Overall, the participants expressed satisfaction regarding the Venue and a large number of them found the Event to be beneficial to their company. Many of them appreciated the joint effort of the Indian Council's in promoting 'Incredible Textiles of India' with activities guided by the marketing plan of Ministry of Textiles, Govt. of India.

Some important suggestions from the Member participants to the Council included sensitizing the government on the prevailing benefits extended to Pakistan and Bangladesh which has led to loss of market share for India in the European Union. Expediting FTA with EU, especially for the textile segment is the need of the day, they felt.

While a few of the participants responded (16%) regarding the orders booked both in quantity and value terms, they reported meeting average 10 importers on day one, 14 nos. on day two, 13 nos. on day three and just about 7 nos. importers on the last day of the fair. Around USD 50 million worth of orders were booked during the 4 days of the fair. While the participants held a good number of meetings, some of them felt that the fair duration can be reduced to 3 days instead of prevalent 4 days.

In addition the Indian participants expressed their desire to remain as one contiguous pavilion and also wished that the Fair delivered a better Cost-Return ratio in its future editions.

The next Heimtextil, international trade fair for home and contract textiles, will take place from 9-12 January 2018 in Frankfurt am Main.

**:: TEXPROCIL ::**

**SPECIAL  
FEATURE**

**Heimtextil Trendtable 2017/18**

**VIRTUAL EXPLORATIONS**  
 Unleash the imagination.  
 Ostentatious paradise.  
 New digital exoticism.

Digital Reflections.      Techno organic floral.      Techno organic animal.

**CULTURAL EXPLORATIONS**  
 New urban multiculturalism.  
 Subtle hybridization of traditional influences.  
 Ultra-contemporary designed craftsmanship.

Modernized tradition.      Urban Ethnic.

**PLANETARY EXPLORATIONS**  
 Exploration of the interplanetary unknown.  
 Mineral interiors.  
 Protective shells.

Extraction of materials.      Mineral delicacy.      Softened protection.

**NATURAL EXPLORATIONS**  
 Form a symbiosis with nature.  
 Integrated life cycle.  
 Urban new appearances.

Origin.      Neo camouflage.      New types of bark.

Every year in spring, the Trendtable meets for two days in Frankfurt am Main. Then, the Trendtable members close the doors, exchange their trend ideas with each other and, on this basis, develop joint international predictions for the coming season.

**Heimtextil Trendtable 2017/18**

The creative personalities taking part - they come from Germany, France, Great Britain, Japan, The Netherlands and the USA - presented innumerable illustrations, colours, new materials and textures from all over the world.

Each year a different team acts as the lead organisation for the development of the Trend Book and the concept for the presentation. This year Carlin International (France) has this task. The trend experts from Carlin are editors of the Trend Book and handle the design of the Theme Park. Impressions

**The following studios are involved in creating the trends for the season 2017/18.**

- Carlin International/Exalis (France)
- Felix Diener (Germany)
- Stijlinstituut Amsterdam (Netherlands)
- Dan Project (Japan)
- FranklinTill (Great Britain)
- WGSN Group (USA)

**:: TEXPROCIL ::**



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Email : [info@texprocil.org](mailto: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"/> |
| b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required) | Suggestions: |                      |    |                      |

|   |                                       |                      |                                |                      |
|---|---------------------------------------|----------------------|--------------------------------|----------------------|
| 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"/> |
| Others (Pls. Specify):  | Making new Contacts (Trade Enquiries) | <input type="text"/> | Any Others                     | <input type="text"/> |

|   |   |                      |                                   |                      |
|---|---|----------------------|-----------------------------------|----------------------|
| 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"/> |
| Others (Pls. Specify):  | Redressal of Trade related grievances     | <input type="text"/> | Any Others                        | <input type="text"/> |

|   |     |                      |    |                      |
|---|-----|----------------------|----|----------------------|
| 5) Have you recommended TEXPROCIL Membership to other companies? Tick (✓) | YES | <input type="text"/> | NO | <input type="text"/> |
|---|-----|----------------------|----|----------------------|

|   |              |  |  |  |
|---|--------------|--|--|--|
| 6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? (use additional sheet if required) | Suggestions: |  |  |  |
|---|--------------|--|--|--|

\*Kindly ignore this feedback form, if you have already responded.

Join Us... Now! Avail info. on Membership Benefits on email : [info@texprocil.org](mailto: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<br>(Rs. FOB Value) | 2014-2015<br>(Rs. FOB Value) |
|---------|-----------------|------------------------------|------------------------------|
| 1       | Cotton          |                              |                              |
| 2       | Cotton Yarn     |                              |                              |
| 3       | Cotton Fabrics  |                              |                              |
| 4       | Cotton Made-ups |                              |                              |
|         | <b>TOTAL</b>    |                              |                              |

(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](mailto:smita@texprocil.org))