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Indian Cottons, Global Reach!

TEXPROCIL Enewsletter



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Smt Smriti Zubin Irani, Hon'ble Union Minister of Textiles inaugurated IND-TEXPO 2019 – A Reverse Buyer Seller Meet jointly organised by TEXPROCIL & PDEXCIL on January 27, 2019.

CHAIRMAN'S MESSAGE



Dear Friends,

The month of January 2019 ended amidst widespread expectations from the interim Budget 2018-19

against a mixed economic backdrop. While retail inflation has reigned substantially lower from the double digits that prevailed five years ago, the investment cycle has yet to recover owing to various factors. Considering these factors, the Interim Budget 2019 announced by the Government is both pragmatic and growth oriented.

On the trade promotion side the Council participated in the Colombiatex Fair held in Medellin City, Colombia from 22nd-24th January and "Ind-Texpo 2019" RBSM event jointly organized by TEXPROCIL and PDEXCIL from 27th-29th January in Coimbatore, Chennai. Though the Council organised the RBSM event for the first time, it was successful

in attracting quite a few quality buyers from over 26 countries apart from local Indian buyers.

Budget 2019

The Budget has increased the standard deduction from the earlier Rs 40,000 to Rs 50,000. The Budget 2019 has also announced that all individuals with net taxable income upto Rs.5 lakhs need not pay any tax. These measures will lead to an increase in the disposable income of the salaried class which will lead to more consumption including an increase in the per capita consumption of textiles, which in turn will have a positive impact on the overall economy of the our country.

The Budget has also increased the revised estimate for the ROSL (Remission of State Levies) scheme from Rs.2164 crores to Rs. 3664 crores for 2018-19. The Budget has also allocated Rs.1000 crores for the scheme for the fiscal year 2019-20. The

increase in the budget allocation for the ROSL scheme during the fiscal year 2018-19 is a step in the right direction, and we hope that not only the existing rates for Madeups are revised upwards but also the coverage is extended to Cotton Yarn and Fabrics.

Participation at Colombiatex 2019

The Council organised a group participation of its members in COLOMBIATEX, during 22-24 January, 2019 at Medellin City, Colombia. In the present edition, 22 Indian exhibitors participated through TEXPROCIL and 19 companies through SRTEPC.

Colombiatex is the largest fair in Latin America for the entire textile value chain, attracting buyers from all over LAC region to source their requirement of textiles. Colombiatex is a B2B event for textile producers and distributors for textile, clothing, textile machinery, equipment and textile designs.

## CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

The 2019 edition at Medellin attracted approximately 18,500 visitors from all over Colombia and other Latin American countries during the three day event. Visitors to India pavilion included 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. There is an increasing demand for cotton yarns, synthetic yarns, shirting fabrics and denims.

### IND-TEXPO 2019 - RBSM at Coimbatore

Amidst an august gathering of Textile & Clothing fraternity IND-TEXPO 2019 - A Reverse Buyer Seller Meet jointly organised by TEXPROCIL & PDEXCIL under the auspices of Ministry of Textiles and Ministry of Commerce and Industry, Govt. of India was inaugurated by Hon'ble Union Minister of Textiles, Smt. Smriti Zubin Irani on January 27, 2019.

The inaugural stage at the event saw the presence of Shri O. S. Manian, Hon'ble Minister for Handlooms

and Textiles, Govt. of Tamil Nadu; Shri S. P. Velumani, Hon'ble Minister for Municipal Administration, Rural Development & Implementation of Special Programmes, Govt. of Tamil Nadu; Shri Pollachi V. Jayaraman, Hon'ble Deputy Speaker, Tamil Nadu Legislative Assembly; Shri Kumar Jayant, Principal Secretary to Govt., Handlooms, Handicraft, Textiles & Khadi Dept., Govt. of Tamil Nadu apart from leading captains of Textile industry.

Shri Suresh Prabhu, Hon'ble Minister of Commerce & Industry and Civil Aviation extended his best wishes to the event through a video message that was played during the inaugural ceremony as the Minister was unable to attend the inaugural event on account of his travel elsewhere.

For IND-TEXPO event, TEXPROCIL and PDEXCIL had invited the attention of Buyers across the world, who also attended the inauguration ceremony and were extremely delighted to hear out the dignitaries on the dais. Over the 3 days, the event offered B2B meetings, Fringe Programs like Seminars & workshops and a Fashion Show for the benefit of international buyers and Indian participants.

Friends, in fact there is a need to seriously consider scaling up this event and expanding it's reach & scope as the Council is receiving a number enquiries regarding Fairs/ Exhibitions in India from overseas buyers which they can visit. It will, therefore be very useful, if all of us get together & lend our support to such an endeavour by strengthening our participation in the "Ind-Texpo" event in the coming years. With a large number of exporters agreeing to participate in future edition of this event, business match making can be scaled up with many overseas buyers keen to visit India.

### Way forward

Friends, the Council has been following up on all the issues relating to Exim policy regularly with the concerned departments. Many of the issues may get resolved considering the Government's resolve to simplify procedures & facilitate ease of doing business. What is required is to further step up the growth in our exports in the coming months in order to maintain our competitive position inspite of the many challenges in our path.

**Dr. K. V. Srinivasan**  
Chairman

:: TEXPROCIL ::



**JOIN US... NOW!**

& avail of our  
**Membership Benefits**

To know more, please write to us on email:

**info@texprocil.org**

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

## COVER STORY

TEXPROCIL@ Colombiatex 2019:  
Medellin, Colombia

A glimpse of the 'Brand India Pavilion' setup by TEXPROCIL at Colombiatex 2019 Fair, held in Medellin, Colombia from 22-24 January, 2019

January 2019 edition of Colombiatex was spread over approximately 10,000 sq mtrs floor area & it 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 visits this Fair to source their requirement.

### Exhibitor Profile

In the 2019 edition, over 530 exhibitors from 18 countries in the following product categories participated:

- TEXTILE FIBERS
- COTTON YARN

- SPUN YARN
- SHIRTING FABRICS
- DENIMS
- SUPPLIES FOR THE TEXTILE INDUSTRY
- MACHINERY AND EQUIPMENT

### Visitor Profile

Manufacturers of Clothing, Fabric Manufacturers, Private Label, Textile Retailers and Wholesalers, Garment Retailers and Wholesalers, Trading Companies, Agents, Designers, Buying Offices, Sales Representatives. Approximately 18,500 visitors from all over Colombia and other Latin American countries attended the three day event

### 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 perfect event to renew existing contacts and meet new buyers to discover needs of the market.

### Details of Indian participants

- (i) Number of participants: 22 companies through Texprocil

and 19 companies through SRTEPC.

- (ii) Product profile of Indian exhibitors include: cotton and synthetic yarns, shirting fabrics, suiting, denim, grey fabrics, knits, prints etc.

This is one of the MAI events supported by the Ministry of Textiles, Ministry of Commerce and the Embassy of India in Colombia.

### 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 and post event Publicity

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

- E-mail blasts to importers
- Tele-marketing
- Social media, such as Instagram, Facebook and Twitter
- Press release with the help of the Organisers of the Fair

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## COVER STORY contd. from Pg. 3

## TEXPROCIL@ Colombiatex 2019: Medellin, Colombia

### Business Platform on the event website

One of the value added services provided by the Organisers of the Fair was Business match making program on the 'Business Platform' at the event website, on which supplier as well as buyers can pre-fix meetings amongst themselves for business discussion at specified time slot at their stands. Response from the importers for meeting requests from the Indian exhibitors was very good.

### 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.

### Trend Forum at ColombiaTex

One of the fringe programs at ColombiaTex was Trend Forum, in which sample swatches of 10 Indian exhibitors were accepted for display. Many designers and importers browsed through swatches at Trend Forum, noted down supplier details and met with exhibitors of the product of their interest, thereby increasing visibility for Indian products and exhibitors.



Brand India Theme setup by the Council attracted many Business Visitors and were seen interacting at the Indian stalls

### Visit of Indian Ambassador

H.E. Shri. Ravi Bangar, Ambassador of India to Colombia visited the Fair and interacted with each of the Indian exhibitors and discussed concerted strategy to be adopted by the Indian exhibitors in increasing their export to LAC region and in particular to Colombia. During discussion with the Organisers of the Fair, he made a request to consider more space allocation for India pavilion in the forthcoming editions and also to undertake value added services, such as, B2B business matchmaking program exclusively to the Indian exhibitors.

### Interaction with Press / Media personnel

A large number of Colombian Press /Media personnel interacted with H. E. Shri Ravi Bangar, Ambassador of India to Colombia and explained them about the strengths



H.E. Shri. Ravi Bangar, Ambassador of India visited TEXPROCIL organised India Pavilion and interacted with Indian participants

of Indian Textile sector, importance of LAC market and in particular Colombian market for Indian textile suppliers, opportunities for mutual business prospect etc. He also emphasized on vast opportunity in exploring Indian market for the Colombian companies.

### Minimum import price stipulated by Colombian authority on import of certain varieties of T & C products

The Colombian government, has imposed Minimum Import Price on import of cotton yarn, cotton fabrics, denims, knitted fabrics, synthetic fabrics, staple fibres, filaments, home textiles and apparel, irrespective of country of origin. Purpose of imposing Minimum Import Price was mainly to combat undervalued import, in particular from China as well as to counter money laundering by trading companies.

Even though importers opined that the Minimum Import Price for import from India is close to present market prices, the major hindrance is extra documentation involved for imports.

It is important to note that, Minimum Import Price for import from China is almost double compared to MIP applicable to other countries.

### Market potential for T & C products in Colombia

In the year 2017-18, Colombia imported US\$ 1.92 billion worth of T & C, import from India was valued at US\$ 162.95 million (9.37%). India is the largest supplier of Cotton Yarn to Colombia.

India is the 2nd largest supplier of T & C to Colombia for the period April – September 2018, with a market share of 10.28 %.

Colombian Peso has depreciated by 7% against US\$ over the past one year resulting in imports becoming expensive. It has been reported by the importers that the Duty paid price of some varieties of grey fabrics & denim fabrics is slightly lower than domestic prices thereby prompting higher levels of consumption of imported fabrics for domestic consumption also.

While discussing with visitors, it was observed that there is a growing negative sentiment in the entire LAC region against growing import from China thereby hurting the domestic manufacturers, not only in textile but all types of products.

**PRESS RELEASE****“Interim Budget 2019 – Pragmatic & Growth oriented” – Chairman, TEXPROCIL**

“The Interim Budget 2019 announced by the Government is pragmatic and growth oriented”, said Dr. K.V.Srinivasan, Chairman of The Cotton Textiles Export Promotion Council (TEXPROCIL).

The Budget has increased the standard deduction from the earlier Rs 40,000 to Rs 50,000. The Budget 2019 has also announced that all individuals with net taxable income upto Rs.5 lakhs need not pay any tax.

These measures will lead to an increase in the disposable income of the salaried class which will lead to more consumption including per capita consumption of textiles, which in turn will have a

positive impact on the overall economy of the our country, according to Dr. Srinivasan.

The Budget has increased the Revised estimate for the ROSL (Remission of State Levies) scheme from Rs.2164 crores to Rs. 3664 crores for 2018-19. The Budget has also allocated Rs.1000 crores for the scheme for the fiscal year 2019-20. “The increase in the budget allocation for the ROSL scheme is a step in the right direction, said Dr. Srinivasan.

The Chairman, TEXPROCIL urged the Government to include Cotton Yarn and Fabrics also under the ROSL scheme.

**Dr. K. V. Srinivasan**  
**Chairman**

**:: TEXPROCIL ::**

**COVER STORY**  
**contd. from Pg. 4****TEXPROCIL@ Colombiatex 2019:**  
**Medellin, Colombia**

Some of the Indian participants were able to book orders during the fair.

**Feedback from Indian exhibitors**

- There was an increase in overall trade enquiries over the previous years.
- More number of small quantity buyers of denim fabrics have shown keen interest to source from India.
- Large volume importers were keen to reduce their dependence on China and start sourcing more from Indian suppliers.
- Some of the Indian exhibitors were able to book orders

on the spot with top three importers of shirting fabrics in Colombia.

- There is an increasing demand for cotton yarn for knitting and weaving in Colombia and Peru.

**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.
- ❖ There is an increasing demand for cotton yarns, synthetic yarns, shirting fabrics and denims.
- ❖ 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.
- ❖ In the present market condition, it will be beneficial to organize more number of export promotion programs in LAC region in addition to participation in ColombiaTex.

**:: TEXPROCIL ::**



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

**TRADE PROMOTION**

**TEXPROCIL organised RBSM event : IND-TEXPO 2019, 27-29 Jan. 2019, Coimbatore**



**'IND-TEXPO 2019' jointly organised by TEXPROCIL and PDEXCIL attracted the attention of international buyers from 26 countries including Texpertise Network team from Russia at the 3 day event.**

With the objective of promoting the Textile and Clothing sector, The Cotton Textiles Export Promotion Council (TEXPOCIL) and the Powerloom Development Export Promotion Council (PDEXCIL) jointly organised a Reverse Buyer Seller Meet (RBSM), "Ind - Texpo 2019" from 27th to 29th January 2019 at CODISSIA Trade Fair complex, Coimbatore, Tamil Nadu. This event was supported by the Ministry of Textiles and the Ministry of Commerce, Government of India.

With an exhibition area of 5000 sq mts, "Ind - Texpo 2019", a specialized B2B fair in the Indian textile sector offered a one-stop destination for worldwide importers to source Indian Textiles in all its splendour from fibres to fashion. The RBSM saw a total of 115 exhibitors in attendance with about 83 buyers invited through the MAI sponsorship scheme.

The exhibitor profile included Fibres, Yarns (100% cotton and cotton blends), Woven Fabrics (cotton grey, yarn dyed, piece dyed, printed among others), Denim fabrics, Knit fabrics, Bath linen, Bed linen, Kitchen and table linen, Technical textiles, Uniforms

The visitor profile included Garment manufacturers, Fabric manufacturers, Wholesalers, Traders, Agents.

Union Minister for Textiles Smriti Zubin Irani inaugurated the IND TEXPO Reverse Buyer Seller Meet 2019 at Codissia Trade Centre in Coimbatore on Sunday 27th January 2019. Ministers S.P. Velumani, O.S.Manian, Deputy Speaker Pollachi Jayaraman were also present during the inauguration.

On the first day, a fashion show was held with clothes designed from fabrics displayed by exhibitors.



**Presentation on 'How to choose the right Hotel Linen' at Seminar by Ms. Tatiana Kibereva, Hospitality Textiles Expert from Russia**

Overall six sequences were fashioned with a cultural performance in between sequences.

Four seminar topics were also covered in two days and the topics ranged

from Doing Business in Russia by Messe Russia to Cotton Promotion Initiatives by Cotton USA as well as Growth Avenues for Indian Textile Industry by GHERZI. An MSME outreach programme was also held which was conducted by Pdexcil.

A gala networking session was also organised on the second day for the buyers.

During the three days of the exhibition B2B meetings were arranged between the buyers and the exhibitors. Most of the buyers were able to meet with the suppliers and fruitful business exchanges took place.

Texprocil also had a 36 sq mt stall which was used to disseminate information regarding the Council's activities. Feedback from both the buyers and the exhibitors suggested that the platform created through RBSM was an effective module for suppliers to reach out to global buyers.

**:: TEXPROCIL ::**

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



# TRADE NOTIFICATION

# MEMBERSHIP SATISFACTION SURVEY

<b>Dear Member,</b>									
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.									
<b>COMPANY INFORMATION</b>									
<b>Name of the Company</b>		:							
<b>Contact Person &amp; Designation</b>		:							
<b>TEXPROCIL Membership (RCMC) No.</b>		:							
<b>Email Address &amp; Website</b>		:							
1) <b>Kindly rate the following services offered by Texprocil on rating of 1 to 5. in order to serve you still better.*</b> 1= Excellent, 2=Good, 3 = Satisfactory, 4 = Needs Improvement, 5 = 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? <b>Tick (✓)</b>						<b>YES</b>	<input type="text"/>	<b>NO</b>	<input type="text"/>
b. If you have replied 'no' above, please suggest how the Council can improve the services <i>(use additional sheet if required)</i>						<b>Suggestions:</b>			
3) How is your company benefitting from the Exhibitions / BSMs being organized by the Council? <b>Tick (✓)</b>						Accessing new Markets	<input type="text"/>	Generating additional business	<input type="text"/>
<i>Others (Pls. Specify):</i>						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"/>
<i>Others (Pls. Specify):</i>						Redressal of Trade related grievances	<input type="text"/>	Any Others	<input type="text"/>
5) Have you recommended TEXPROCIL Membership to other companies? <b>Tick (✓)</b>						<b>YES</b>	<input type="text"/>	<b>NO</b>	<input type="text"/>
6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? <i>(use additional sheet if required)</i>						<b>Suggestions:</b>			

\*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 for the financial year 2018-2019 for existing members has become due for payment from 1st April, 2018, as follows:

Type of Membership	Amount (Rs.)	GST @ 18%	Total Amount (Rs.)
Member (with Voting Right)	11000/-	1980/-	12980/-
Registered Textile Exporter	6000/-	1080/-	7080/-

Note: GST Invoice will be issued on receipt of payment.

For New Registration Fee Structure is as follows:-

Type of Membership	Amount (Rs.)	GST @ 18%	Total Amount (Rs.)
Member (with Voting Right) (including Rs.6000/- as Entrance Fee)	17000/-	3060/-	20060/-
Registered Textile Exporter (including Rs.3000/- as Entrance Fee)	9000/-	1620/-	10620/-

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 2016-2017 & 2017-2018 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 2016-2017 & 2017-2018 as follows:

Sr. No.	Description	2017-2018 (Rs. FOB Value)	2016-2017 (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 has expired on or before 31.03.2018:

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 or DIR-12 or Board Resolution for those who have resigned and newly appointed.

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