

### **IBTEX** No. 42 of 2019

# February 26, 2019

### USD 71.06 | EUR 80.70 | GBP 93.26 | JPY 0.64

	<b>Cotton Market</b>			
Spot Price - Sh	nankar 6 ( Ex. Gin), 2	8.50-29 mm		
Rs./Bale	Rs./Candy	USD Cent/lb		
20096	42000	75.22		
Domestic Futures Price (Ex. Wa	arehouse Rajkot), M	arch		
Rs./Bale	Rs./Candy	USD Cent/lb		
20500	42845	76.74		
International Futures Price				
NY ICE USD Cents/lb ( May 2019)		73.10		
ZCE Cotton: Yuan/MT (May 2019)		15,460		
ZCE Cotton: USD Cents/lb	104.83			
Cotlook A Index – Physical		81.25		

**Cotton Guide:** The ICE cotton futures settled marginally high for the nearby contracts. The ICE May 2019 contract ended with at 73.10 cent/lb with a positive settlement figure of +9 showing a tendency of settling near the low figure of 72.86 as compared to the high figure of 73.81. The ICE July futures settled with a positive change of +16 at 74.33 cents/lb. The ICE estimated volumes were low at 20,516 contracts as compared to the previous 44,106 contracts.

The volume for the May contract was at 14,134 contracts while the July contract were at 4,704 contracts. Today is the third day of the notice day for the ICE May contract. Total open interest increased by 2,512 contracts to 219,105, its first move to the upside in 11 sessions. May 2019 and July 2019 interest increased by 1,600 and 76 contracts, respectively, to 121,269 and 41,148.

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The Cotton Textiles Export Promotion Council.

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The MCX Contracts on the other hand all settled with the similar change of +130 Rs. The MCX February, the MCX March contract and the MCX April contract settled at 20,180 Rs/Bale, 20,500 Rs/Bale and 20,790 Rs/Bale respectively. The total volume was recorded at 6,126 lots where in the February contract showed in volume at 2193 lots, the March contract showed in volume at 3296 lots whereas the April contract showed in volume at 637 lots.

The Estimated arrivals in India were estimated to be 155,000 lint equivalent bales (private estimates). Prices of Shankar 6 are hovering around the 42000 Rs/Candy range. The cotlook Index "A" has is readjusted lower at 81.25 cents/lb lower by (-1.00) cents/lb. Prices are expected to be in consolidation today.

Certified cotton stocks deliverable as on February 22, 2019 were at 127,974 480 lb bales, which were up from 127,973 from the previous session. We were expecting prices to show high volatility as the March 1 deadline was approaching with respect to the US China Trade talks. However, this deadline is indicated to be extended. Therefore, we expect the prices to be showing a sideways trend today. Crude was down by around 3% as the US President said that the prices are too high. Macro factors are still playing a major role for cotton.

On the Technical Front, ICE cotton May futures witnessed decline as it failed to sustain above the 21 day EMA at 73.56. Meanwhile positive divergence between price and the strength indicator (RSI) restricted the downside in price. RSI in the daily charts is hovering around 45 levels suggesting sideways trend for the day. So for the day price is expected to remain in the range of 71.80-73.54 with sideways bias. In the near term strong supports exists around 70.00, followed by 69.50 levels. Likewise crucial resistance seen around 74.40 and 75.68 levels. In the domestic markets trading range for Feb futures contract will be 20100-20450 Rs/Bale

### **Currency Guide**

Indian rupee- Indian rupee may witness mixed trade against the US dollar but general bias remains weak. Rupee may gain support from sharp correction in crude oil price. Brent crude trades weaker near \$64 per barrel after a sharp 3.5% slide yesterday as US President expressed concerns about higher price and called upon OPEC to keep price steady. Chinese Yuan and other emerging market currencies have also benefitted from easing worries about US-China trade conflict. US President has decided to extend the March 1 deadline to impose higher tariffs on Chinese imports and also plans to meet Chinese President to finalize the deal.

However, President Trump also said Monday an agreement "might not happen at all" and this fuelled some nervousness in the market. Asian equity markets have turned choppy after minor gains in US market yesterday. Also weighing on rupee is increased geopolitical risks. As per reports, Pakistan armed forces has claimed that Indian aircraft "intruded from Muzzafarabad sector" and "dropped a payload" near Balakot "facing timely and effective response from Pakistan Air Force". Rupee may witness choppy trade along with equity markets however general bias remains weak on geopolitical risks and general uptrend in crude oil price. USDINR may trade in a range of 70.95-71.4 and bias may be on the upside.

Compiled By Kotak Commodities Research Desk, contact us: mailto:research@kotakcommodities.com or can contact: allwyn.stewart@kotakcommodities.com, Source: Reuters, MCX, Market source



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### INTERNATIONAL NEWS

## Who's Winning the US-China Trade War: Other Countries

The theoretical correlation between a decline in U.S. imports from China and an increase in Made in America production hasn't been borne out in apparel sourcing nor in a new report from the United Nations Conference on Trade and Development (UNCTAD).

The report released last week said the tariff-fueled trade war between the U.S. and China impacted more than 50 percent of the two nations' bilateral trade. The result, which has been evident in shifts in market share of U.S. apparel imports, has been a handful of countries, mostly Asian neighbors, capturing a bulk of the diverted exports.

The UNCTAD said this effect could become more pronounced if the U.S. follows through on the threat to increase tariffs to 25 percent on a range of goods on March 1 from the more narrow 10 percent duties already imposed, which has led to retaliatory tariffs from China on U.S. goods entering the country.

UNCTAD estimates, which include the potential March hike, show that most of the U.S.-China trade affected by the increased tariffs will divert to other countries and not just shift the bilateral balance of trade.

The report said that of the \$250 billion of Chinese exports subject to U.S. tariffs, 82 percent will be taken by firms in third countries, about 12 percent will be retained by Chinese firms and just about 6 percent will be kept by U.S. companies.

Of the approximate \$110 billion of U.S. exports subject to China's tariffs, about 85 percent will go to manufacturers in other countries, while U.S. makers will retain less than 10 percent and Chinese firms will only keep about 5 percent, according to the report.

The results are consistent across different sectors, which UNCTAD said indicates that while unilaterally imposed tariffs might be effective in deterring trade from rival countries, they are ineffective in protecting domestic sectors in China and the U.S.



While the trade war raged in 2018, U.S. apparel imports from China have gone from about 10 percent annual gains in recent years to about a 1 percent increase in the year to date through November.

At the same time, Asian nations such as Vietnam, Cambodia, Bangladesh and India have seen their market shares surge, as companies spread out their sourcing to avoid risk and higher prices. Gains have also been seen in the Western Hemisphere and Africa.

As for broader product exports, the European Union (EU) is the most likely to profit from the U.S.-China trade collision, the report noted. The EU is poised to grab about \$70 billion of U.S.-China bilateral trade—\$50 billion of Chinese exports to the U.S. and \$20 billion of U.S. exports to China—with Japan, Mexico and Canada nabbing more than \$20 billion each.

Although the shifts might not be significant when compared to the \$17 trillion in overall global trade, UNCTAD said for some countries, the export increase could be substantial.

For example, Mexico would be able to capture about \$27 billion of U.S.-China trade, representing about 6 percent of the country's total exports. Australia, Brazil, India, the Philippines, Pakistan and Vietnam could also see substantial increases relative to their total exports, the agency noted.

"But in a world of global value chains, the wrangling of the trade giants is likely to have a domino effect beyond the countries and sectors targeted," Pamela Coke-Hamilton, director of UNCTAD's division on International Trade and Commodities, wrote.

"Tariff increases penalize not only the assembler of a product, but also its suppliers along the chain. The high volume of Chinese exports affected by U.S. tariffs is likely to hit East Asian value chains the hardest, which we believe could contract by about \$160 billion."

The impact on North American supply chains is expected to be milder, since the negative effects of Chinese tariffs "would be almost offset by the reallocation of production from China into the North American region," Coke-Hamilton wrote.



How much of a shift in sourcing will occur will also depend on whether the tariffs are temporary or permanent. Like other recent reports from the World Trade Organization and economists, UNCTAD said a long trade war could have significant implications on global investment flows, employment and growth in developed and developing countries.

Source: sourcingjournal.com- Feb 25, 2019

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# China Tariff Increase to be Postponed Again

President Trump said Feb. 24 that he will postpone the scheduled March 2 increase in tariffs on \$200 billion worth of imports from China in light of what he called "substantial progress ... on important structural issues" in bilateral trade talks.

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Once this change is formalized, the Section 301 additional tariff on the socalled List 3 products will remain at ten percent for the foreseeable future, as no other deadline for increasing the tariff to 25 percent has yet been announced.

Press sources report that during talks in Washington last week the two sides began outlining the commitments to be included in a final agreement on issues such as forced technology transfer, intellectual property rights, currency, and agriculture. Trump said that if the two sides continue making progress he could meet with Chinese President Xi Jinping in March to resolve remaining issues.

In the meantime, the Office of the U.S. Trade Representative has been directed to report to Congress by March 17 on the establishment of a process for requesting exclusions from the existing ten percent tariff on these goods.

Source: strtrade.com- Feb 26, 2019

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# Trump Tariff Delay Doesn't Mean Trade War Is Over, Analysts Say

Analysts welcomed U.S. President Donald Trump's decision to delay the imposition of higher trade tariffs on Chinese shipments, but said it doesn't signal the end of economic hostilities between the world's two biggest economies.

Trump announced the delay of higher tariffs for an unspecified period via Twitter on Sunday night, U.S. time. While his tweets said they had made substantial progress, he later told reporters the talks still have "a way to go."

If there's more progress, Trump said he and Chinese President Xi Jinping plan to meet at his Mar-a-Lago resort to conclude a deal, though he didn't offer any details as to when. U.S. stock futures climbed in Asian trading Monday following the news, while the offshore yuan extended gains.

Here's how analysts reacted to the news:

### Hua Changchun, Guotai Junan Securities Co.

The two nations will likely reach a deal on all aspects in late March and the tariffs will not rise from the current levels, but that doesn't mean the conflict between them will be over. Tariff wars will be suspended and we'll enter the 'post-trade-war' era, where the two nations will shift to championing companies, promoting advanced technologies and trying to increase control over global economic rules.

# **Louis Kuijs, Oxford Economics**

This is a positive sign but it's clearly not the end of difficult negotiations, let alone of the underlying tension between the two countries. Amongst other things, it will be difficult to agree on language on the "verification and enforcement" insisted on by the U.S. but disliked by China. Underlying tensions on technology, China's industrial policies and, more generally, the rise of China, are unlikely to subside any time soon. Nonetheless, the tariff suspension and, possibly, a more lasting agreement would be a positive for international trade and business in both countries, as well as the global economy more generally.



### Li Yishuang, China Securities

The extension of the tariff deadline shows that both sides have a strong will to reach an agreement. The focus is on how China is going to carry out its commitments, especially on government subsidies but there are also more granular issues. As long as both sides are willing to reach a deal, I think they eventually will overcome those obstacles and the probability of a final deal is good. A final deal will be reached after Xi and Trump meet, but on the enforcement of the deal, the two nations will still have some conflicts. This won't be very smooth.

### Wang Huiyao, founder of the Center for China and Globalization

This is a good sign that both sides need a deal at this stage. This is good to stabilize business sentiment in both countries and around the world, and is also good for the stock market. It is also conducive for China's reforms and opening up, and boosting China-U.S. cooperation.

### He Weiwen, former commerce ministry official

This shows that both sides share the will to continue the talks until a final deal, which will be decided by the meeting of Xi and Trump. The temporary no tariff increase creates a stable environment both for the talks and for markets. The ultimate results of the bilateral trade agreement should be the total scrapping of tariffs on \$250 billion in Chinese goods, and subsequently on \$110 billion of U.S. goods.

## Gene Ma, Institute of International Finance

Trump wants a deal, not a war. His time is also running short with the 2020 election on the horizon. Beijing has made a greater commitment to reduce the bilateral trade imbalance. Thus holding back on the additional tariffs in return for some further concessions is not a bad strategy.

The question is what he can get at the end. I expect Beijing will offer a longer shopping list, no RMB devaluation, better intellectual property protections, and fewer forced joint ventures. Beijing may tone down "Made in China 2025" but I don't think it can meaningfully scale back its industrial plans and support for SOEs.



### Jonathan Fenby, TSLombard

Trump has been leaning this way since the dinner in Buenos Aires, leading China to play for time — successfully. Xi and colleagues want to sideline the trade war while they deal with domestic economic challenges and try to pump up confidence. Now the question is whether the focus moves from tariffs to technology where China looks more vulnerable.

### Derek Scissors, chief economist, China Beige Book International

The tariff delay was essentially decided in early November. That's when the President either lost his nerve due to stock market weakness or thought he could get important Chinese help on North Korea. Since then, the only important question has been whether the U.S. has agreed internally on a credible enforcement mechanism. It doesn't appear that we have and, until we do, the talks are worthless.

Source: sourcingjournal.com- Feb 25, 2019

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## Mexico mulls measures to support steel, textile industries

Mexico's government on Friday signaled it could adopt measures to protect its steel and textile industries as President Andres Manuel Lopez Obrador said producers had been left "defenseless" by previous administrations.

At the end of January, the government opted not to renew a 15 percent tariff on steel imports from 2015 that protected Mexico's steel industry from rising Asian imports, especially from China. The government also allowed tariffs to come down for imports of textile and footwear products from countries with which Mexico has no trade agreements.

However, Lopez Obrador hinted at a U-turn on those moves.

"It's being reviewed," Lopez Obrador told a regular news conference when asked if he would take any protective measures or support fiscal incentives for the industries following the expiration of the previous safeguards.



"We don't agree with what was done in the neo-liberal period, which saw an indiscriminate opening without limits and left domestic producers defenseless," he said. "We'll review this case, always thinking about protecting national industry."

Lopez Obrador characterizes the administrations that ruled Mexico from the early 1980s onwards as "neo-liberal."

Mexico's steel industry has been pushing for government support since the administration of U.S. President Donald Trump slapped tariffs on imports at the end of May. Representatives from industry drew encouragement from the president's words on Friday.

"We greatly welcome what Mr. Lopez Obrador says because it gives us hope that tariffs could return to previous levels," Alejandro Gomez, executive chairman of the national footwear industry association, told reporters in the state of Guanajuato.

Separately, the Mexican economy ministry said in a statement on Twitter the government was reviewing "alternative measures" to support the industries following meetings with representatives from the steel, textile and footwear sectors.

Source: reuters.com- Feb 24, 2019

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## If world trade falls, what is going to happen to fashion?

Global trade slows down and fashion holds the breath. In the middle of a trade war between the two greatest world powers and with protectionist actions from Europe to Latin America, the perspectives for global trade are freezing.

Fashion, one of the most globalized sectors of the planet and one that depends on international trade from supply to distribution, is one of those that has more at stake. If trade falls, what future holds for fashion?

The World Trade Organization's (WTO) World Trade Outlook Indicator recorded in February its lowest level in nine years, since March 2010.



Six out of seven components of the indicator stepped back in February: only the volume of goods was maintained above the trend.

In September, the WTO already reduced its growth forecast for 2019 on world trade down 3.7%, compared to the 3.9% expected in 2018, on the occasion of the increase of trade tensions.

"This sustained loss of momentum highlights the urgency of reducing trade tensions, which together with continued political risks and financial volatility could foreshadow a broader economic downturn," underlined the organism.

In this scenario, fashion is one of the sectors that has the most to lose. Textile and clothing represent 4% of the world's trade and its largest supplier (China) and client (United States) are precisely the main figures of the trade war.

Historically, every time global trade has moved back, so have done fashion exports. In fact, even when trade has barely stagnated, the impact on textile and clothing has been negative.

According to the latest available data, corresponding to 2017, textile exports were up 5.4%, while clothing exports grew by 5.1%. Global trade, on its part, doubled that pace, with an advance of 10.4%. That was the first time since 2012 that the total evolution performed better to that registered by fashion goods.

In the last thirty years, global exports have closed five fiscal years in a downward trend. The first one, in 1998, hardy had any impact on fashion trade: while total exports fell by 1.6%, clothing ones increased by 4.7%.

Then, the sector was not as globalized as it is today: China entered the WTO in 2001 and the Multifibre Agreement expired in 2005. In fact, clothing exports rose to 185.96 billion dollars, in contrast with 471.59 billion from 2017.

The other four times that global trade stepped back, they followed the same pattern: in 2001, exports as a whole fell by 4%, and fashion by 1.7%; in 2009, the global drop by 22.3% and fashion by 12.8% and, in 2015, the former fell by 12.9% and clothing by 5.7%.



Last time it happened was in 2016, when global trade drop by 3% and clothing exports by 1.6%.

The trade war focuses on fashion

Fashion is also more exposed than other sectors to the trade war, because its two main players, China and the United States, are also strategic partners for the sector.

China, the world's largest clothing exporter, has not increased its sales abroad for three years, registering drops of 6% in 2015 and 9% in 2016, while it closed 2017 flat. The Asian giant went from taking 18.2% of fashion sales abroad in 2000 to represent 35% in 2017.

Today, the world's clothing factory is one of the main figures of the trade war, in which it has more to lose than its rival, the United States. The presidents of both countries are currently in negotiations after signing a ninety-day truce in December.

United States is, on the other hand, the world's largest clothing customer, only behind the European Union. The first world power accounted for 18.2% of the sector's global imports, after increasing them by 3% last year.

The European Union, where protectionist measures are also emerging, is another big global player in the fashion trade. The Community market represents 28.6% of the global exports of the sector and 20.3% of imports, and both have remained upwards in the last two years.

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# Vietnam: Garment, fishery firms plan production growth this year

Enterprises in the garment and fishery sectors have set development plans to take full advantage of free trade agreements such as the CPTPP and EVFTA.

The textile and garment industry aims to achieve export value growth at 8-10 percent to a total of over 40 billion VND and an industrial production value growth at 5 percent, according to the Vietnam Textile and Garment Corporation (Vinatex).

Firms will target markets under the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) with export turnover of over 5.3 billion USD. Of which, export value to Japan is more than 4 billion USD while the export value to Canada and Australia markets is expected to double to 1 billion USD each, said Le Tien Truong, Vinatex general director.

For the EU market, if the European Union-Vietnam Free Trade Agreement (EVFTA) comes into effect this year, it will help increase total export revenue by 4 billion USD, contributing to raising total export value to over 40 billion USD, Truong said.

Vinatex expects growth of 5-7 percent year-on-year in its export value this year and 12 percent in profit, according to Truong. Those results will help realise its target of being one of the top 10 biggest listed companies on Vietnam's stock market.

Besides advantages from those FTAs, Cao Huu Hieu, Vinatex managing director, said this year will see more challenges than in 2018, including forecasted reduction in global economic growth, unexpected developments from the US-China trade war and Brexit in Europe. Those will lead to risks in exchange rates and imports of raw materials for the textile and garment sector.

Domestic factors are also expected to have an impact on the production activities of textile enterprises, such as the possibility of increasing minimum wages or electricity prices, thereby increasing input costs, according to Hieu.



As one of Vinatex's members, in 2019, Viet Tien Garment Corporation aims to continue expanding markets and customer base as well as improving quality and export value. Its target is 1 billion USD in export value in 2020 with an annual average growth rate of 10 percent, said Bui Van Tien, Viet Tien Garment's general director.

For the Garment 10 Corporation, Deputy General Director Than Duc Viet said the company has set a target of 3.2 trillion VND in total revenue this year and 70 billion VND in profit. It expects to pay dividends to its shareholders at a ratio of 15 percent.

Other textile and garment manufacturing enterprises such as Century Synthetic Fiber Corporation (STK), Thanh Cong Textile Garment Investment Trading Joint Stock Company (TCM) and Phong Phu Group (PPH), have also planned to increase investment in production this year, reported tinnhanhchungkhoan.vn.

STK said they will promote the issuance of 10.8 million shares in early 2019 to mobilise more than 66 billion VND of investment capital for the Trang Bang 5 project to increase capacity of DTY (Drawn Texturised Yarn) and polyester chip for production of recycled yarn.

As planned, the recycled fiber segment will contribute 20 percent to this year's revenue, higher than 14 percent in 2018. This figure will surge to 30 percent in 2020.

Companies in the domestic fishery industry have also sped up investment and applied many technological solutions to ensure the quantity and quality of raw materials under commitments of those FTAs.

Tô Thi Tuong Lan, deputy general secretary of the Vietnam Seafood Exporters and Producers (VASEP), said the fishery industry strives to reach 10 billion USD in export value this year, an increase of 11 percent year on year. Of which, the export value will be 4 billion USD for shrimp, 2.4 billion USD for tra fish and 3.3 billion USD for other kinds of seafood.

Le Van Quang, chairman of Minh Phu Seafood Corporation (MPC)'s board of directors, said in 2019, MPC plans to gain growth of 15 percent to reach an output 77,400 tonnes of shrimp and an export value to 850 million USD.



This year's pre-tax profit is more than 2.3 trillion VND, higher than 1.2 trillion VND in 2018. The company plans to carry out merger and acquisition (M&A) of factories to increase capacity to meet growing demand.

Tran Van Linh, chairman of the Da Nang-based Thuan Phuoc Seafood and Trading Joint Stock Company's board of directors, said his company is planning to expand investment in processing plants to expand production and exports this year.

Source: en.vietnamplus.vn- Feb 26, 2019

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## Vietnam: Domestic labour market to hit 56 million in 2019

Vietnam's labour market is predicted to reach 56 million in 2019, the Ministry of Labour, Invalids and Social Affairs (MoLISA) has announced.

According to Le Quang Trung, deputy head of MoLISA's Employment Department, the domestic labour market is witnessing a positive movement from untrained workers to skilled ones.

Among 56 million workers in 2019, unqualified workers will account for 26.5 percent of the labour market, while the percentages of personal service workers and mechanics are 31.6 percent and 12.4 percent, respectively.

Trung said that foreign-invested businesses have high demand for employees in 2019.

Moreover, the fourth industrial revolution is having an impact on Vietnam's labour market, especially in the field of information technology.

On the other hand, some sectors including printing, engine and machine assembly, irrigation and food processing are struggling to recruit workers.

A survey by VietnamWorks shows that 74 percent of employers say their labour demands will increase.



The top 10 in-demand sectors in 2019 include finance and investment, sales, administration, IT and software, marketing, customer service, internet and online media, auditing and construction.

Experts predict that at the beginning of this year, some companies in home electronics, real estate and agriculture will enter Vietnam's market, offering employment opportunities and increasing foreign development investment.

According to VietnamWorks, most companies in the north are willing to expand production, especially those in electricity and electronics in Hai Phong city and and Bac Ninh province in the northern region.

Additionally, several manufacturing businesses will come into operation from 2019.

Vietnam's textile industry will take advantage of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) by accelerating exports.

Simultaneously, the competitive labour market will attract more FDI and create more jobs.

Source: english.vietnamnet.vn- Feb 25, 2019

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# Taiwan: Demand for technical textiles increases but challenges galore

Data from the Taiwan Technical Textiles Association (TTTA) reveals, the island's output of technical textiles more than doubled at the beginning of the decade reaching NT\$130 billion (US\$4.2 billion) in 2017. It already accounts for roughly one-third of Taiwan's total textile output.

Based on their use, technical textiles can be divided into 12 sub-categories: agricultural (Agrotech), construction (Buildtech), functional apparel (Clothtech), civil engineering (Geotech), curtains and other domestic textiles (Hometech), filters and other industrial applications (Indutech), healthcare (Medtech), transportation (Mobiltech), environmental protection (Oekotech



or Ecotech), packaging materials (Pack-tech), protective textiles (Protech), and athletics (Sportech).

### Growth in automobile production spurs demand

Currently, demand for Mobiltech and Buildtech is particularly increasing thanks to such factors as strong growth in automobile production in China and China's Belt and Road infrastructure drive.

Among the hot products in Mobiltech are air-bags, automotive engine oil filters and high-speed train gangways. Buildtech includes fabrics used to separate different types of cement, for example in the construction of roads, airports, and subway tubes.

As Huang Po-Hsiung, General Secretary, TTTA says, profit margins for technical textiles are higher than for functional textiles. Many Taiwanese manufacturers supply these technical textiles to international brands such as Nike, Adidas and Under Armour, as they are more specialised and involve less standardised low-value production. It further revealed Taiwan has seen steady annual output growth rates of 3-5 per cent over the last decade and growth remained robust even during the global financial crisis.

### **Demand for nonwovens increases**

According to Huang, most Taiwanese technical-textile makers focus on nonwovens, a category of fabric for which the fibers are bonded together by chemical, mechanical, Demand for technical textiles increases but challenges galore 001 heat, or solvent treatment, as opposed to being knitted or woven.

Taiwanese new investment in non-woven factories has already reached NT\$6 billion, illustrating the manufacturers have been enjoying good profits. The outlook is also rosy for smart textiles, a sector where Taiwanese textile and electronics companies cooperate in the development of fabrics with embedded washable sensors.

Cars today typically use between 25 and 50 kg of technical textiles. Fabrics that can help save energy have become more sought-after with the advent of electro mobility, vehicles powered by electric drivetrains rather than fossil fuels.



Tests by German carmaker Audi have shown new innovative types of fabric used to heat car seats can reduce electricity consumption for heating by 50 per cent.

### Challenges the segment faces

Willy Shih, General Manager, KaeHwa Industrial, a Changhua-based maker of breathable film used in diapers, packaging, and coveralls to protect lacquerers or medical workers, points the speculative hoarding of raw materials in China has contributed to higher raw material prices.

The ongoing US-China trade war is also likely to drive down global prices of intermediate products, including technical textiles.

Another difficulty derives from Taiwan's inability to sign trade agreements with major export markets. KaeHwa in recent years has been compelled to shift some production from Taiwan to Malaysia, to avoid 15-20 per cent ASEAN import duties on Taiwan-made technical textiles.

Under the China-ASEAN free-trade agreement, such imports into China from ASEAN countries are tariff-free.

The company is considering opening a second factory in Malaysia to serve both the ASEAN and China markets under the preferential tariff regime.

Source: fashionatingworld.com- Feb 25, 2019

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# Ghanaian prez announces textile industry stimulus package

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Ghanaian President Nana Addo Dankwa Akufo-Addo recently announced a stimulus package to boost the country's struggling textile industry in his State of the Nation Address to parliament. The domestic textile industry has been granted a zero-rated value added tax (VAT) on the supply of locally-made textiles for three years, the president announced.

A tax stamp regime has been put in place for both domestically-manufactured and imported textiles to address the menace of pirated designs and logos, a news agency report quoted the president as saying.



The Tema port had been designated as a single-entry corridor for the import of textile prints, with a textile taskforce in place to ensure effective compliance, and reduce, if not eliminate, smuggling of imported textiles, President Akufo-Addo said.

A new textile import management system has also been set up to control textile imports.

Under the Rural Enterprises Programme, funded by the African Development Bank and the International Fund for Agricultural Development, 50 small-scale processing factories would be established by the end of the year in 50 districts, particularly in areas where there was evidence of significant post-harvest losses, he added.

Source: fibre2fashion.com- Feb 25, 2019

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# Kenya: Cotton shortage hits Sh5bn Rivatex plant

The Rift Valley Textile Company (Rivatex), which was bought by Moi University and revived for Sh5 billion, is operating below capacity due to lack of cotton.

Managing director Thomas Kipkurgat said the firm in Eldoret town has been fitted with modern equipment to increase capacity. The company produces an average of 10,000 bales against a capacity of 70,000 annually, Kipkurgat said.

The company has signed an MOU with Elgeyo Marakwet county to help improve cotton production in Kerio Valley. Rivatex will provide certified seeds and pesticides to cotton farmers. The miller will provide market for the produce.

Speaking during the ceremony, Elgeyo Marakwet Deputy Governor Wesley Rotich called the partnership a breakthrough in cotton farming in the county.

"We are planning to engage more than 1,000 farmers along the Kerio Valley which is one of the best cotton producing zones in the region. The farmers had stopped cultivating the crop owing to poor prices," Rotich said.



The move comes as many farmers are seeking to diversify from maize farming due to problems in the cereals sector. A few years ago many farmers in the region abandoned cotton due to lack of market and persistent pest and diseases.

"This situation will now change because farmers will be supplied with pesticides and seeds which are of higher yield production and disease resistant," Rotich said.

About 300 farmers in Kerio Valley grow cotton and more than 2 000 acres is to be put under cotton production this year in Soy North, Soy South, Tambach, Emsoo, Arror, Endo and Sambirir Wards.

Industrialisation Betty PS Maina said the deal between the county and Rivatex would create jobs. "I am encouraged that Elgeyo Marakwet has adopted diversification. The overreliance on maize has made our farmers poor," Maina said.

She said there was great potential in Elgeyo Marakwet. Two weeks ago the Kenya National Bureau of Statistics identified Elgeyo Marakwet as one of the fastest growing counties in the country.

Maina said ministry wants to put more than 50,000 acres in the county under cotton production.

who was also present asked farmers to diversify from maize and seize the opportunity offered by Rivatex.

The county produces an average of 25,000 bales against a demand of 200,000 bales, with the deficit covered through imports from Uganda, Tanzania and East Asia.

Source: the-star.co.ke- Feb 26, 2019

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## Pakistan: Cotton consumption on the rise across globe

Cotton consumption is rising continuously across the globe but the production is less as compared to its consumption. The cotton consumption could increase further in case awareness on benefits of cotton product is created at international level, said Director Central Cotton Research Institute Dr Zahid Mehmood.

He was chairing a training workshop here on Monday. The workshop was also attended by representative of World Wide Fund (WWF) Mehr Muhammad Saleem and other stakeholder of cotton crop.

Dr Zahid Mehmood said the main objective of holding the workshop was to consider different ways and means to improve cotton production. He stated that use of modern technology was of vital importance for getting enhanced cotton production.

Project Manager WWF Mehr Muhammad Saleem informed that they were working to promote cotton as environmental friendly, low inputs expenses and easing cultivation methodology. He further remarked that all stakeholder should be included in the programme to extend benefits of cotton products at gross root level.

Department of Agronomy and Plant Physiology and Chemistry Dr Muhammad Naveed Afzal and Dr Fiaz also briefed the participants about different steps for better production of cotton, profit generation, and pollution free cotton.

He suggested that farmers should remain in contact with cotton experts for improving yield. Dr Fiaz discussed steps related to fertility of soil and soil analysis for bumper production.

Director CCRI Dr Zahid also lauded the efforts of WWF and stated that liaison between research departments with foreign scientists was not only beneficial for ensuring pollution free cotton but also help getting better price from international markets. Over hundred farmers were also present in the meeting.

Source: brecorder.com- Feb 25, 2019

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### NATIONAL NEWS

### Goods and services exports to cross USD 500 bn this fiscal: Suresh Prabhu

Prabhu said that exports are recording healthy growth so far and this financial year, "we will record the highest-ever growth rate".

He said the ministry is working on identifying new products and new markets to further push the shipments.

The country's goods and services exports during the current financial year would cross USD 500 billion despite challenges being faced on the global trade front, Commerce and Industry Minister Suresh Prabhu said Monday.

Prabhu said that exports are recording healthy growth so far and this financial year, "we will record the highest-ever growth rate".

The country's exports for goods and services will "cross USD 500 billion" this fiscal, he said here at Rising India Summit 2019.

He said the ministry is working on identifying new products and new markets to further push the shipments.

During the April-January period of the current financial year, exports grew 9.52 per cent to USD 271.8 billion. India export services worth about USD 130-150 billion per year.

Talking about proposed new industrial policy, Prabhu said everything is ready including the implementation part of the policy and "only Cabinet's approval is required".

Source: economictimes.com- Feb 25, 2019

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# **Exporters group calls for providing export sops to more products**

The list requires immediate expansion as many MSME (micro, small and medium enterprises) units exporting auto-components, are deprived of MEIS.

More products like jewellery and auto-components should be included the list of items that enjoy export incentives through e-commerce with a view to boosting outbound shipments, exporters body FIEO said Monday. Commenting on the draft national e-commerce policy, Federation of Indian Export Organisations (FIEO) President Ganesh Kumar Gupta said currently only few items such as handicraft, handloom, books, leather footwear, and toys avail exports incentives under Merchandise Exports from India Scheme (MEIS).

The list requires immediate expansion as many MSME (micro, small and medium enterprises) units exporting auto-components, are deprived of MEIS.

Under MEIS, the government provides duty benefits depending on product and country. The proposed policy should bring uniform definition of ecommerce as various acts and policies define the world differently, Gupta further said.

The limitation of Rs 25,000 for e-commerce exports or imports through courier, should be either removed or enhanced to Rs 5 lakh so that high value shipments can be exported through courier mode availing fast track facility.

It is ironical that e-commerce retail exports is still in the manual mode and the need of the hour is that the entire e-commerce transaction should be carried out through electronic module, he added. This is the most timely initiative of bringing this draft as e-commerce is a thriving market and, is a rapidly booming business around the globe, he further said.

"The need to promote cross-border e-commerce is, therefore, most logical, considering the increasing digitization and IT access," he said adding such policy will help MSMEs explore new markets.



On February 23, the commerce and industry ministry released the draft proposing setting up a legal and technological framework for restrictions on cross-border data flow and, also laid out conditions for businesses regarding collection or processing of sensitive data locally and storing it abroad.

Source: financialexpress.com- Feb 25, 2019

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# India halts cotton exports to Pakistan amid tensions

Thanks to the unease between India and Pakistan, exporters see a temporary slump in flow of consignments for a few days

A temporary slump seems to have emerged in the flow of cotton consignments to Pakistan from India following the Pulwama attack. Cotton exports to China from India, however, are on the upswing.

About 4 lakh bales have already been shipped to China in the last 10 days and another 10 lakh bales are expected to be shipped from the country soon, traders said.

Atul Ganatra, president, Cotton Association of India (CAI), pointed out that China is building up its inventory since the country would be running out of stock by the year end. A Chinese delegation was recently in India to tap opportunities in various sectors.

Thanks to the unease between India and Pakistan, export contracts have now been put on hold and exporters expect a temporary slump in flow of consignments for a few days. Pradeep Jain, president, Khandesh Cotton Gin/Press Association said that traders would wait for a while to see how the situation develops.

Ganatra said that some 8 lakh bales had been contracted by Pakistan and nearly 6.5 lakh bales have already been shipped which means barely 75,000 bales are remaining.

Pakistan is expected to import around 10 lakh bales of cotton from India in the current financial year.



Some exporters believe that the cotton export to Pakistan will continue even in the event of increase in duty as the consignments would be routed via ports in Dubai and Singapore.

So far, some 32 lakh bales have been shipped out of the country and the total exports are expected to touch 50-55 lakh bales, he said. In addition to Pakistan and China, other export destinations include Vietnam, Indonesia and Bangladesh.

Daily arrivals are to the tune of 1.25 lakh bales, of which spinning mills buy 60,000 bales, 20,000 bales are exported and 15 lakh bales are purchased by Cotton Corporation of India (CCI) on a daily basis since cotton prices are near MSP levels, Ganatra said. Till date, the total cotton stock in the country is 80 lakh bales, of which 44 lakh bales is with spinning mills, 36 lakh bales with ginners and the remaining with CCI.

CAI, in its January 2019 estimate of the cotton crop for the season 2018-19 beginning from October 1, 2018, has estimated cotton crop for 2018-19 season at 330 lakh bales of 170 kg each which is lower by 5 lakh bales than its previous estimate of 335 lakh bales made last month.

CAI has reduced the crop estimate for Telangana by 2.50 lakh bales, Andhra Pradesh by 50,000 bales and Karnataka by 2 lakh bales. The main reason for lower crop is that in the southern zone, farmers have uprooted their cotton plants due to moisture deficiency as a result of which there is no scope for 3rd and 4th pickings.

Earlier, in the December estimate, CAI had projected 335 lakh bales. The CAI has reduced the crop estimates for Telangana by 2.50 lakh bales to 45 lakh bales, Andhra Pradesh by 50,000 bales to 16 lakh bales and Karnataka by 2 lakh bales to 15 lakh bales. The CAI has estimated domestic consumption of 316 lakh bales, which is lower by 4 lakh bales compared to the consumption figure estimated during the last month.

Erratic rainfall and pest attacks have shrunk the crop size this year. Ganatra said the association would hold a review meet on March 1.

Source: financialexpress.com- Feb 26, 2019

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# FIEO seeks inclusion of more products under export incentive scheme

Seeks removal of value limitation for e-commerce exports through courier

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Source: thehindubusinessline.com- Feb 25, 2019

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# Need to provide more incentives to boost exports

The Government is focusing on increasing exports from the country in a big way to earn precious foreign exchange. Accordingly, providing various sops and incentives to exporters would boost trade from the country. In order to push exports from the country, Indian products need to become competitive in the international market and for this it is necessary to give more incentives to exporters.

This was stated by Meeta Rajivlochan, Additional Director General of Foreign Trade, Mumbai while speaking at a programme organised by Vidarbha Industries Association (VIA) at its auditorium on Monday. This was her first visit to the Orange City after assuming charge and interacted with exporters, importers and members of VIA.

Rajivlochan said that more sops and incentives to be included in the upcoming Foreign Trade Policy which will be announced in April 2019 and schemes of DGFT. She emphasised to take initiative and recommends that in the coming mid-term policy incentives would be increased.

She advised leading banks, Customs, DGFT and ECGC to come forward and form a committee to organise awareness programmes on 'Exports' on regular basis under Niryat Bandhu Scheme to clear the doubts of startups and prospective exporters of the region.

During the Q&A, exporters raised their query about Policy Relaxation Committee (PRC) of Directorate General of Foreign Trade (DGFT) having its office at New Delhi and requested that PCR meeting should be organised in Mumbai. She will also take up the issues related to Electronically Bank Realisation Certification (EBRC), online issues related to Customs, JNPT, GST in the monthly meeting of Customs Department.



She said exporters will get exemption in IGST till March 31, 2019 and will take further extension of this. Shambhaji Chavan, Deputy DGFT, Mumbai stressed that if any exporter having any grievance, clarification related to policy they may submit their query online for suitable and immediate reply.

Rajesh Desurkar, Branch Manager of ECGC, Nagpur said, "ECGC is essentially an export promotion organisation, seeking to improve the competitiveness of the Indian exporters by providing them with credit insurance covers.

ECGC keeps its premium rates at the optimal level. ECGC Ltd provides a range of credit risk insurance covers to exporters against loss in export of goods and services. It offers export credit insurance covers to banks and financial institutions to enable exporters to obtain better facilities from them".

Atul Pande, President of VIA welcomed Sambhaji Chavan and Aditya Saraf, Vice President of VIA welcomed Meeta Rajivlochan with floral bouquets. Atul Pande in his welcome address briefed about the VIA and relations with DGFT since its inception. DGFT had setup its extension counter at VIA premises, Nagpur.

Gaurav Sarda, Chairman of VIA EXIM Forum said, "Exporters and importers are getting good support and timely assistance from local DGFT office and this service should be continued further". Pratik Tapadia, Chairman of VIA Knowledge Forum conducted the Q&A session and also proposed a formal vote of thanks.

The programme got tremendous response from exporters, importers, members of the associations and representatives from exporting units C Chitra, Diffusion Engineers Ltd, P K Raut, Sunflag Iron and Steel, Sunila B G, Haldiram Foods International, Sudeep Kothari, Shah Nanji Nagsi Exports, C K Khushwah, Indorama Synthetics, Manoj Gattani, Mahalaxmi Coal Pvt Ltd, R C Plasto and Nitin Vaidhya, ECGC Ltd, were present.

Source: thehitavada.com- Feb 26, 2019

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### FDI inflow in April-Dec fall 7% to \$33.5 billion

Foreign direct investment (FDI) into India in April-December 2018 declined by 7 per cent to \$33.5 billion over \$36 billion received during the same period of the last fiscal, according to latest official data.

The Department for Promotion of Industry and Internal Trade (DPIIT) data showed that India's total FDI inflows, including reinvested earnings and other capital flows, was \$46.62 billion in April-December of the current fiscal.

As per the Reserve Bank of India (RBI) data, the annual growth rate of FDI inflows plunge to 1 per cent in 2017-18 from 25 per cent in 2014-15.

Segment-wise, six of the 10 sectors have seen a steep decline in FDI inflows. These sectors were computer software and hardware, telecom, construction, infrastructure, pharmaceuticals and power.

The telecom sector suffered the biggest decline of \$3 billion in FDI inflows during the period over the year ago months.

Source: business-standard.com- Feb 25, 2019

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# CBIC constitutes 3 Working Groups to recommend measures to facilitate trade and improve compliance

Groups will submit their report within a period of two months

The Central Board of Indirect Taxes and Customs (CBIC) has constituted three Working Groups to study and recommend measures to facilitate trade, promote exports and improve compliance. The Working Groups will focus on

\* improving the legislative structure of customs tariff and update it to suit the emerging and future needs of the economy and industry. Special focus would be given to create a comprehensive export tariff structure to enhance India's export competitiveness



- \* export promotion and facilitation with emphasis on boosting exports through e-commerce, addressing the trade facilitation barriers faced in India's export markets and improving the quality of logistics services for exporters
- \* enhancing compliance, plugging loopholes to improve revenue collection on customs and curb IGST refund frauds

The groups will consult the stakeholders extensively, including the Export Promotion Councils and relevant wings of the Ministry of Commerce and industry.

The Groups will submit their report within a period of two months.

The recommendations of the Groups, which will be taken-up for the implementation on priority, would further enhance the ease of doing business and export competitiveness. CBIC will be using advanced data analytics tools for augmenting revenue and curbing frauds, said Pranab Kumar Das, Chairman, Central Board of Indirect Taxes and Customs.

Source: business-standard.com- Feb 25, 2019

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# RCEP should not place intellectual property obligation on India regarding seed, planting materials

Some farmer organisations and experts have urged Prime Minister Narendra Modi that the proposed mega-trade deal RCEP should not place any obligation on India with respect to intellectual property (IP) on seed and planting materials.

The Regional Comprehensive Economic Partnership (RCEP) is a free-trade agreement (FTA) being negotiated by 16 countries, including 10-member Asean (Association of Southeast Asian Nations) bloc and India, Japan, China, Australia, New Zealand and South Korea.

It aims to cover goods, services, investments, economic and technical cooperation, competition and intellectual property rights (IPR).



In a letter to the prime minister, 41 farmer organisations and 12 experts said certain RCEP members are demanding a tighter IPR regime in the form of insistence on provisions on rights in plant varieties.

"It is demanded by some RCEP-participating countries that such plant variety protection (PVP) shall provide for the IP protection of all plant genera and species by an effective PVP system, which is consistent with the 1991 Act of the International Convention for the Protection of New Varieties of Plants," the letter said.

A mega FTA that undermines farmers' seed freedoms in a diverse country is unacceptable, it added.

"Countries have complete freedom to adopt a system suitable to their agricultural condition and needs. Nothing in the RCEP negotiations should affect and limit this freedom," it added.

India wants to have a balanced RECP trade agreement as it would cover 40 per cent of the global GDP and over 42 per cent of the world's population.

India already has an FTA with ASEAN, Japan and South Korea. It is also negotiating a similar agreement with Australia and New Zealand but has no such plans for China.

The organisations that have signed the letter include All India Coordination Committee of Farmers Movement, All India Farmers Association, All India Kisan Sabha, All India Kisan Mazdoor Sabha, Alliance for Sustainable and Holistic Agriculture, and Annadana Soil and Seed Savers.

Source: business-standard.com- Feb 25, 2019

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# Integrated apparel manufacturing park to provide jobs to 7,000 people

It will have all basic amenities, uninterrupted power supply: Minister

The district's first integrated apparel manufacturing park called "Gobi Apparel Park" that is to come up at ₹ 106.58 crore at Kolapalur village at Gobichettipalayam is expected to provide jobs to 7,000 persons.

Under funding from the Ministry of Textiles of the Government of India and under the Scheme for Integrated Textile Parks (SITP) of the State Government, the park is being established that will have common facilities and other infrastructure to house 12 companies.

While the foundation was laid for establishing 11 companies, one company was inaugurated by Minister for School Education, Youth and Sports Development K.A. Sengottaiyan and Minister for Environment K.C. Karuppannan in the presence of Collector C. Kathiravan, Tirupur MP V. Sathyabama, MLAs and other officials here on Monday.

Mr. Sengottaiyan said the park would come up on 80 acre and provide jobs directly to 7,000 people.

The park would be provided with all the basic amenities, effluent and sewage treatment plants, uninterrupted power supply and wider roads. Also, quality testing centre, skill development centre, and modern accommodation for 3,000 works would also be established.

The Minister said that children's home, sports ground, old age home, community hall and other facilities would also be established in the park. He said that 2,500 people would be trained in the park every year and they could secure jobs anywhere in the country.

Mr. Karuppannan said the other 11 companies would be established soon and called upon entrepreneurs to utilise the facilities in the park.

Source: thehindu.com- Feb 26, 2019

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## Vastra '19 gives platform to budding textile technologists

The annual technical summit Vastra 2019 provided platform to the budding textile technologists showcasing their innovations.

The two-day programme witnessed the presence of several hundreds of dignitaries from all over India, including the notable alumni of the textile manufactures department of VJTI Mumbai and guests from the textile industry.

The trade programme organised by hosted events like technical paper presentation, technical poster presentation, product marketing, technical quiz, Xpression, spontaneous sketching, garment display and fashion philia

Under the banner of Vastra'19, the Textile Alumni Meet (TAM) was also organised. The event witnessed the presence of prominent alumni of the department, Gurudas Aras (director- ATE Enterprises) and Vikas Sharan (director- Saurer Textile Solutions) as guests of honor along with Umesh Gupta (chairman- VJTI Alumni Association) who graced the inaugural session. Highlight of the evening was the felicitation of the golden jubilee batch of 1969 and silver jubilee batch of 1994. Final year B.Tech and DTM batches are also felicitated.

The textile department received funding under the CSR activity from Banswara Syntex Ltd., Oerlikon India, Rieter India Pvt. Ltd., Kusumgar Corporates and Saurer India Pvt Ltd. A.T.E. Enterprises has sponsored fellowships to three indigent and deserving students. Suvin Advisors has supported the department with the tender preparation, architectural and electrical designing expertise. Funds have also been received from the generous alumni for the development of the departmental infrastructure.

TAM provided a platform for interaction and networking amongst the prominent industry personnel and the students of the department. INDIA ITME Society was the title sponsor of Vastra'19 in association with Liva fluid fashion, ATE Enterprises, Garware Technical Fibres and Suvin Advisors Pvt. Ltd. (RR)

Source: fibre2fashion.com - Feb 25, 2019

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## Not only selling fabrics, but giving complete solutions: Sanjay Lalbhai

Arvind Ltd, the ₹10,826 crore company, has diversified from textile manufacturing to retail and branded apparel. A shift to fast fashion the world over and the popularity of athleisure has the company's global clients, such as Levi's, H&M, GAP (to whom it supplies fabric and garments), asking for swifter solutions. Arvind is stepping up its efforts by investing in textile parks and making garments. In an interview, Sanjay Lalbhai, the company's chairman and managing director, talks about India's growing appetite for branded apparel. Edited excerpts:

# Arvind was among the first Indian companies to sell denim globally. Where does denim stand today for the group?

We are now changing the entire premise on denim. We will be the first company to do denim polos and round-necks. We are going into tops, like knits and denim shirts. That's a large market and largely serviced by China. This will start in three-four months. And I'm going into technologies that are unheard of—to make jeans and the entire athleisure and sportswear in Indigo (denim).

The Indian textiles export market has seen tepid growth, while other countries have held ground.

China is three times more expensive, but they are only surviving because of verticalization. Then there is Bangladesh, Pakistan, Sri Lanka and Turkey. India should dominate, but we don't because we have no scale. Where are the garment factories in India deploying 10,000 workers? There are Chinese factories at that scale.

We are setting up large parks where there will be a minimum of 10,000 workers—in Jharkhand, Gujarat and Andhra Pradesh. When a buyer comes, he wants to buy large quantities from one location. When you go to China, you buy 10% of whatever GAP sells at one location. That's the differentiation. It isn't cost since they are more expensive. Scale is the key.

Arvind has set a target of achieving ₹12,000-crore in its textile business over the next five years. How will you achieve that?



We're verticalizing, that is, we are not only selling fabrics, but we are giving complete solutions. Second is the advanced material division, which is technical textile (used in industrial application). Then there is sportswear and athleisure wear, because currently this business is with China, Korea and Taiwan. Athleisure and sportswear are becoming big in India. Because denim is going down, people are wearing more and more of their gym wear as outerwear. Some of our brands such as Flying Machine have an athleisure line. We will be servicing Adidas, Reebok and other such brands with our range. Then there is B2C business for the Arvind fabric store. We are building this whole new Arvind store, which will be just like Raymonds—where we will sell fabrics, do customized tailoring and sell ready-to-wear stuff under the Arvind brand.

### What consumer trends are shaping apparel retail in India?

The unorganized market is becoming more organized because of GST and the arrival of omni-channel retail. There are specific areas of growth: we feel value retail will do very well. There is a trend of formal becoming more casual—people are dressing down. That's a huge area and we have a strong play in that with US Polo, Flying Machine, GAP and Aeropostale. Children's wear is also a large opportunity, as is undergarments.

# Arvind entered e-commerce in 2015-16 with Nnnow.com. How does it fit into your portfolio?

We saw it coming. We knew the world is going to consume products very differently. We were one of the first few to embrace omni-channel and to develop a home-grown platform. Having said that, we won't burn money. We have to become relevant to customers. Additionally, we will also continue to control our own inventory on marketplaces such as Flipkart, while Nnnow will be used to talk to our loyal shoppers.

## How deeply is e-commerce affecting brick-and-mortar retailers?

I think retailers will have to reconsider the density of the number of shops as people buy more online. Brick-and-mortar stores will become more of experience centres, or for unique solutions. The rest of it will broadly be consumed online.

Source: livemint.com - Feb 25, 2019

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## Gujarat handloom expo kicks off

Gujarat Government's 'Garvi Gurjari - Handloom-Handicraft National Buyer-Seller Meet' kicked off at the Hitex Exhibition Centre in the city on Monday. The 3-day event organised by Gujarat State Handloom & Handicrafts Development Corporation Ltd. (GSHHDCL) was formally inaugurated by Sandeep Kumar, Secretary (Cottage & Rural Industries), Government of Gujarat.

Over 100 national buyers and sellers along with another 50 exhibitors and artisans took part in the event.

The exhibition would be open for public from 3 pm to 6pm on Monday and 10 a.m. to 5 p.m. on Tuesday and Wednesday.

The exhibition has Gujarat's renowned arts and crafts such as Kuchchi-JamnagariBandhani, Patan's Patola, Kuchchi Embroidery, Kuchchi Handloom, Rogan Painting and Pithora Art. Artists from various fields like Copper Bell and Rogan painting which are on the verge of extinction are also being showcased.

On display will be hand painted textiles, garments (including skirts, blouses, kurtas, stoles, shawls and jackets), Handblock printed items, Mud and Terrakota works, Metal crafts, decorative hangings, Tangaliya work, batik printing, shawls, handlooms, stoles, bed covers, sarees, etc.

Some works that evoked good interest from the people were patch work / Applique, Rogan painting, Block printing, clothing, clay work, art metal ware, Bandhani Organic Cotton, Embroidered Wall Hangings, Wall pieces, Patola fabric, etc.

A stall from Bhuj selling sweet toned copper brass coated iron bells saw the people turning into musicians and try out playing music on them. Suleman Kasam Luhar, a tenth generation bell maker showcased a cooper-brass coated iron bell chimes and hangings priced Rs.150 to Rs.3500/-

The exhibition is open from 10 am to 5 pm till Wednesday. All are welcome.

Source: thehansindia.com - Feb 26, 2019

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