

Report on TEXPROCIL's participation at ExpoProducción Fair, 4-6 February 2015 at the World Trade Center, Mexico

ExpoProducción Fair was held during 4th to 6th February 2015 at the World Trade Center, Mexico City. ExpoProducción is the only event in Mexico that brings together under one roof, all sectors of the Textile Industry, Garments, Home Textiles, and industries that manufacture Technical Textiles. ExpoProducción is a show that, broadly, brings together leading companies from different sectors, equipment and machinery, along with national and international textile manufacturers, technical textiles and fiber manufacturers and all service areas and suppliers.

This year's edition included the latest in products, services and technology for the industry along with a comprehensive program and leadership seminars for the manufacturers of products in order to provide them the best tools to grow and improve their businesses.

The fair was endorsed by Cámara Nacional de la Industria del Vestido, the Mexican National Chamber of the Clothing Industry.

Product Profile

ExpoProducción 2015 included companies that produce, design, develop and manufacture products and equipment for Apparel, Home Textiles and Industries Technical Textiles.

Visitors Profile

- Textile manufacturers
- Clothing Manufacturers
- Home Textile manufacturers
- Industrial Garment, Leather and Footwear
- Manufacturers of Interior for the Automotive Industry
- Designers

Countrywise Participants

The event brought together around 80 exhibiting companies and brands in Brazil, Canada, India, Italy, Mexico, Pakistan, Sweden, and the US, and had the view of more than 2,700 attendees representing over 15 countries.

- Brazil – 1
- Italy – 1
- Sweden – 1
- Canada – 3
- Mexico – 34
- USA - 28
- India - 11
- Pakistan - 4

TEXPROCIL Participation

The Council organized a group participation of 11 Member exporters of cotton, yarn, fabric, table & kitchen linen.

A large number of Mexican textile companies and importers from central American region visited the India pavilion, looking for cotton and blended yarns, fancy yarns (dyed slub yarns), shirting fabrics, denims, bottom weight cotton fabrics, kitchen linen, anti static work wear and hospital textiles.

List of Indian exhibitors

1. Amber Home
2. Chennai Textiles
3. EEKA Creation
4. Esspee Clothing Company
5. Khemtex International
6. Napoleon Overseas
7. Narendra Cotton Ginning & Pressing Co. Pvt. Ltd.
8. Manmohan Ginning Industries
9. Oswal Denims (Nahar Group)
10. Sutlej Textiles and Industries Ltd
11. Winsome Textile Industries Ltd

Feedback from Indian Participants

Even though a large number of visitors met the Indian exhibitors at the Fair, there were two important issues need to be looked at:

Many visitors were looking for short lead time in getting delivery.
Credibility of Mexican importers need to be carefully evaluated before shipment.

Visit of Officials from Indian Embassy

Mr Sushil Prasad, Second Secretary (commercial) has visited the Fair and met with each of the Indian exhibitors and provided useful information in doing business with Mexican companies. He mentioned that Indian exporters should carefully check the credibility of Mexican importers prior to accepting orders.

Observations

Mexico, being part of NAFTA and possibility of Regional cumulation under CAFTA offers a huge scope for Indian exporters of Fabrics, Table and Kitchen Linen in addition to value added yarn / fancy yarn.

Textile and Clothing industry in Mexico is fully dependent on opportunities under NAFTA. However, Textile manufacturing is lacking behind in modernization, whereas Clothing sector is continuously modernizing and expanding to meet with the demand of chain stores in USA.

Import tariff in Mexico for Yarn and Fabrics is 10% and for Home Textiles / Apparel 20%. As import tariff on fabrics is only 10%, there is a huge demand for imported fabrics for domestic consumption.

Importers of Textiles in Mexico are keen to explore possibility of increasing trade with India, for both domestic consumption and conversion & re-export.

Meeting with Executive Director of National Textile Industry Chamber of Mexico (CANAINTEX)

The Council's officer and participating Members had a meeting with Ms Nora Ambriz Garcia, Executive Director of CANAINTEX, Mexico. They represent the Textile manufacturers in Mexico. During the discussion, she mentioned that:

Chinese trading companies located in Mexico are bringing in a large volume of textile and clothing at a very low prices, often undervalued / manipulated invoices thereby causing heavy damage to the domestic manufacturers.

To avoid undervaluing and other illegal activities, with effect from 1st February 2015, the Mexican government has announced 'minimum reference price' for each of the Textile and clothing HS line at 6 digit level. Apart from this, every importer of Textile and Clothing need to register with the Government Department as a onetime process so that the government can have a tight monitoring system on import of T & C products.

CANAINTEX is keen to lead a delegation of Mexican Textile companies to visit India in the next few months to explore opportunity to increase bilateral trade and investment in Textile and Apparel sector.

Conclusion:

The manufacturing Sector of clothing and garment products in Mexico and Central America continues to grow both in domestic consumption and exports, and ExpoProducción offers the only place in Mexico to bring together both suppliers and buyers to evaluate their expansion and purchasing needs, such as expanding their operations.

It is important to maintain continuity in showcasing presence of Indian suppliers in this important conversion centre in the American continent.

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