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TEXPROCIL @ COLOMBIATEX 2016, MEDELLIN, COLOMBIA



H.E. Shri. Prabhat Kumar, Ambassador of India to Colombia (centre) along with Mr Siddhartha Rajagopal, ED, TEXPROCIL (right) are seen interacting with Indian exhibitor - KG Denim during the Ambassador's visit to the Fair on 27th January, 2016.

CHAIRMAN'S MESSAGE



Dear Friends,

The export data released for the month of December, 2015 continued to show a declining trend. Exports of the

products represented by Texprocil showed an aggregate decline of around 4 %, while other sectors like the man-made fibres showed steeper declines during the period April - December, 2015. The only silver lining in the textile value chain is the positive growth in the export of garments during this period

Colombiatex Fair

In order to intensify our efforts to improve the export performance, the Council organized participation in the Colombiatex Fair held in Medellin from 26 - 28 January, 2016. Around 40 Indian exporters participated in the event, some directly and others through the Council. The Indian

participation was the second largest amongst the participants after the Companies based in Colombia.

Colombia represents a beacon of hope in the Latin American Region as the other countries like Argentina, Brazil, Chile, Venezuela are all battling severe conditions of recession and resorting to protectionist measures.

The response at the Colombiatex Fair was generally cautious but encouraging for Denims and fine count shirtings. The importers were adopting a "wait and watch" policy buying only when it was absolutely necessary on account of the uncertainties of fluctuating currency and anticipated slowdown in economy owing to declining oil prices.

With most of the world currencies depreciating against the dollar, imports have become expensive in many economies and Colombia is no exception. In spite of these trends, Colombia offers good opportunities especially for fabric exports.

Meeting held by the Minister of Commerce & Industry

Considering the consistent fall in exports, the Minister of Commerce & Industry convened a meeting of the Export Promotion Councils on February 2, 2015. The Executive Director of the Council attended the meeting on behalf of the Council and requested the Government to consider including exports of Cotton Yarn under the MEIS and also the interest equalization scheme. He also stressed on the need to include Merchant Exporters under the interest equalization scheme as they also contribute to the country's export efforts.

It was also pointed out that India should expedite negotiation of FTA's with Australia, Canada, European Union. We also stressed on the need to seek reduction in import duties on cotton fabrics when exported to China under APTA and use the review mechanism to re-calibrate

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

the staging of tariff reductions under ASEAN especially with Vietnam as that country has formally signed the TPP Agreement on 4 February, 2016.

In fact, we have suggested that a separate CEPA should be signed with Vietnam on the lines of the Indo-Malaysia CEPA & Indo - Japan CEPA. It needs to be noted that both Japan & Malaysia are members of the TPP.

The Trans-Pacific Partnership Agreement (TPP)

The TPP Agreement has generated widespread interest amongst policy-makers and trade and industry. The Council participated in 2 events related to TPP during the fortnight.

One event was held at the CEO's Conference in Coimbatore as part of the "Diamond Jubilee" celebrations of Southern India Textile Research Association - SITRA organized on 20 January, 2016. The Executive Director of the Council made a presentation on the likely impact of the TPP Agreement on the Indian Textile & Clothing industry

The other event was the release of a book titled "TPP and India" edited by Dr Harsha Vardhan Singh, former Deputy Director General of WTO in New Delhi on 1 February, 2016.

There have been contrasting reports of the likely impact on India of the TPP Agreement with some arguing that it forebodes dire consequences for the Indian industry restricting its access to the US market.

Others argue that the burdens cast upon the signatories on account of patent rules on pharmacy products, labour and environmental compliances, formulations relating to Investor-State Disputes (ISDS), "yarn-forward rules" in textiles will off-set likely benefits from tariff concessions in the medium to long term for the signatory countries like Malaysia, Vietnam.

Further, experience of countries like Mexico shows that the costs of utilities like land, power and wages undergo a sharp increase when countries sign FTA's.

Tariffs become crucial factors in falling markets and price pressures

Friends, various arguments can be formulated depending on the side one represents in the debate but one thing is becoming clear that in falling markets with severe pressure on prices, (as we are witnessing, presently), tariff discrimination comes to play a vital role in export growth.

Many exporters have brought to our notice the unfair advantage that some of our competitors have over us on account of tariff preferences with the hope that India also negotiates similar concessional agreements at the earliest.

We appreciate that the Government is fully aware of the situation and is taking the necessary steps to expedite the signing of FTA's with developed countries like Australia, Canada, and economic blocks like the EU. The difference in wage rates between these economies and India will alone make them seek higher levels of imports of labour intensive products.

Ease of Doing Business

Friends, another area where the Government is making all out efforts is to "Ease the Doing of Business" in terms of procedural simplification and disbursement of amounts under incentive schemes like the interest equalization scheme.

A "spot check", carried out by the Council showed that almost all the eligible exporters have reported that they have received the "nett" amount under the interest equalization scheme, after adjustment of the 3% interest incentive amount from their respective banks for the period April - November, 2015.

This is a shining example of the Government's commitment to help the exporters get their dues and all of us should join in complimenting them for speedy disbursement of subvention amounts.

Friends, there may be many other areas where exporters are facing difficulties. We should all endeavour to bring them to the notice of the relevant authorities and also the Council.

However, while doing so, we should take adequate care that these are well documented and merit interventions by the Council and the Government authorities.

Many a time in our anxiety to report matters of delay, we do not have the full comprehension of all the facts and the steps already taken by the Government in addressing the issues.

On its part, the Council is constantly updating the exporters about the measures taken by the Government authorities. All the members are advised to keep track of the measures by reading our E-Serves issued by the Council, back issues of which are also available on our web site.

Friends, our experience shows that the Government is fully committed to addressing the grievances of the exporting community. Many positive steps have been taken and many more are lined up for decisions.

On our part, we should strive to help the Government to help us by appreciating the positives and highlighting the negatives!

R K Dalmia
Chairman

:: TEXPROCIL ::

COVER STORY

TEXPROCIL @ COLOMBIATEX 2016 MEDELLIN CITY, COLOMBIA (26-28 January, 2016)



Realizing the importance of Colombian market for Textiles in the Latin American region, the Council organized a group participation of Members in ColombiaTex held at Medellin city, Colombia from 26 to 28 January 2016.

About ColombiaTex

ColombiaTex is the premier Fair for Textiles held every year during 3rd week of January at Medellin city, Colombia, mainly to showcase

Textile products of Latin American Countries targeting visitors from all over American continent. This Fair is equivalent to Texworld of Paris. Participants profile, stall designing, display, fashion shows by individual companies and country pavilions were at par with International Fairs.

This is one of a very few Fairs in the World providing limited access to Asian suppliers to exhibit, mainly due to fear of competition to domestic suppliers. With the persistent efforts of the Council and with the support of Indian Embassy in Colombia, group participation of Indian exhibitors was allowed for the past four editions of ColombiaTex.

Exhibitor Profile

Total 568 exhibitors from 21 countries participated in the 27th edition of ColombiaTex.

Country pavilion includes:

- Colombia
- Mexico
- Brazil
- Spain
- India
- Italy
- Peru
- Turkey

Exhibitors included:

- Manufacturers of Textiles
- Trading companies
- Agents
- Suppliers of Accessories etc,

Product Profile at ColombiaTex

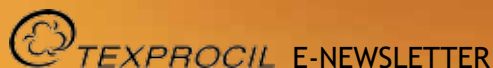
- Cotton grey yarns, dyed yarns, fancy yarns, OE and RS yarns
- Polyester filaments and spun yarns
- Denims
- Grey fabrics, prints, Yarn dyed fabrics and piece dyed fabrics
- Fashion fabrics / Apparel fabrics
- Terry Towels, Bed Linen and Curtains
- Accessories and garment finishing machineries

Visitor Profile

It is reported that 9,300 domestic buyers and 1,800 international buyers visited the Fair over the 3 days period. Total number of visitors to the Fair including buyers and others was 26,000.

International visitors were mainly from:

- Germany
- Venezuela
- Austria
- Belgium
- Brazil
- Canada
- Chile
- China
- S. Korea
- Costa Rica
- Curacao
- Ecuador
- UAE
- Peru



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(For private circulation only)

COVER STORY

(CONTD FROM PAGE 3)

TEXPROCIL @ COLOMBIATEX 2016

MEDELLIN CITY, COLOMBIA (26-28 January,2016)

- Finland • France • Netherlands • Honduras • England
- Italy • Jamaica • Japan • Lebanon • Mexico • Norway
- New Zealand • Pakistan • Portugal • Puerto Rico
- Czech Rep. • Dominican Rep. • Russia • Singapore
- Switzerland • Thailand • Taiwan • Turkey • Uruguay

Highlights of Indian participation

There were 42 Indian exhibitors. Products exhibited by the Indian exhibitors include: Grey Yarns, Grey Fabrics, Denim Fabrics, Yarn Dyed Fabrics, Piece Dyed Fabrics, Polyester filaments, Suiting Fabrics, Value added Knitted Fabrics etc.

Even though in terms of number of exhibitors, India is the second largest exhibitor at this edition of the Fair, owing to space restriction and preference given to regular exhibitors, the organisers were unable to provide space for Indian exhibitors at one common location, instead, Indian exhibitors were scattered around in four different Halls and extensions. This issue has been strongly taken up with the organisers and they have assured that they will try their best to do the needful in the next edition.

Visit of Ambassador of India

H.E. Shri. Prabhat Kumar, Ambassador of India to Colombia and Ms Jenny Luna, Honorary Consul General of India in Medellin city visited the Fair on 27th January and interacted with each of the Indian exhibitors discussing demand for their product range in the LAC region and also advised the participants on strategies to be adopted in increasing export to Colombia.

Coverage by local Media

During the Fair, several local Media / Press people visited the India pavilion giving wide coverage for the presence of Indian participants. There is a wide spread awareness amongst the Colombians that China is selling its T & C products in Colombia at cheaper prices affecting the domestic industry. While looking at the Indian suppliers for the first time in this Fair, the Media was keen to know strengths of Indian suppliers and how we differentiate from the Chinese suppliers.

Shri. Siddhartha Rajagopal, Executive Director has briefed the Media about strengths of Indian Textile manufacturing sector and explained that India is exporting more of raw material and semi finished textiles such as Yarn and Fabrics to Colombia to support the clothing manufacturers to add value and export their products.

Response from the Visitors

Visitors to the India Pavilion were interested in:

- Fashion Fabrics for ladies dress material

- Shirting Fabrics
- Cotton / Polyester blended woven fabrics
- Denims
- Cotton Yarn
- Several visitors were keen to visit India to meet more suppliers and preferred to coincide their visit with good Textile Fairs in India.

Feedback from the Indian participants

Important feedback received from the Indian participants were:

- ❖ As the target customers for Yarn themselves were exhibitors at this Fair to sell their finished products, the Indian exhibitors of yarn had to meet the major importers at their respective Stands in different Halls.
- ❖ Quality of the buyers for Denims and Fashion Fabrics was very good.
- ❖ All the Indian exhibitors should be placed together in one location in one of the main Halls instead of scattered around in 4 different Halls and connecting walkway.
- ❖ It was reported that some of the Indian exhibitors were able to book spot orders during the Fair; some were able to establish contacts with important buyers in the LAC region and are in the process of business negotiations.

Conclusion

- Considering the market demand and nature of the event, emphasis need to be more on promoting export of fabric to this market (in addition to Yarn).
- As this Fair attracts visit of big importers in the LAC region, it is necessary to continue to organize group participation of Indian exporters in this Fair in coming years.

:: TEXPROCIL ::



TRADE DATA**Colombia's Imports of Textiles & Clothing in 2014-15
Top Ten Suppliers and India**

Textile & Clothing sector accounts for more than 5% of total Colombian exports becoming the most important sector of exports in non-traditional products. The industry generates 130.000 direct jobs and some 750.000 indirect jobs. The Colombian textile industry grows at 8.4% annual rate. Apart from above textile related product groups Colombia has a growing sector in leather & footwear. The variety in product groups make Colombia a “one- stop- shopping” sourcing destination in Latin America.

The textile industry has over 100 years of tradition and is said to have started in 1907 with first companies that created fabrics. Between 1950 and 1960 the first brands that exported finished products and designs emerged. Colombian clothing and textile industry is the largest and most experienced in Latin America. Most strong exporters are vertically integrated with all processes in house. The entrepreneurs have shown high interest in social and corporate compliance as well as strong focus on organic materials. Colombia grows short and medium staple cotton. Other sectoral highlights include:

- Flexible minimum orders and tailor made designs;
- Strong focus on efficiency and certification; and
- Strong artisan tradition

Colombian garment & textile sector focus products include (1) Knitwear, (2) Knitted outerwear, (3) Intimate apparel: bras & lingerie- body and control shape wear, (4) Hosiery & socks, (5) Sports & active wear, (6) Swimwear & beachwear, (7) Knitted accessories, (8) Household textiles, (9) Collections: design, and (10) Colours & trend information.

Colombia is known for its fine needlework, highly trained workers and skilled management and production efficiency. Colombia has a reputation for attention to detail, design and craftsmanship. Colombia's garment & apparel sector operates in a branded global segment and therefore caters to the mid- upper mid and higher market segments.

Sector trends and developments

Based on FTA the Colombian textile industry is currently importing around 1,600 USD million in textiles, representing an increase of 27 percent, from countries like USA, China, India, Mexico, Korea, Israel, Brazil, Italy, Germany and Indonesia.

Colombia is an important export market for U.S. raw

cotton. With an 80% market share the US is primary supplier of imported cotton to the Colombian market. Colombian manufacturers are looking to diversify their raw material sourcing. One of its new trade relations in textile imports is made with India. Synthetic textile exports from India to Colombia have increased substantially over the past four years.

A number of leading brands such as Adidas, Victoria's Secret, Tommy Hilfiger, Levi, DKNY, and Timberland have started production in Colombia over the last 4 years but are now aiming to expand their retail operations into Colombia's promising domestic market. Key global brands/ retailers include: Abercrombie & Fitch, Calvin Klein, Dockers, Gap, Levi Strauss, Polo Ralph Lauren, Tommy Hilfiger, Adidas, Victoria's Secret and others

Key trends and developments

Colombian consumers are highly aspirational when considering apparel purchase and look for a combination of status, style and quality in their clothing and footwear.

Colombia has become a creative center for fashion in South America and an important hub for Latin American fashion.

Colombia is attracting foreign investments and retailers. The country's recent economic stability and government support of the retail sector have made the country one of the top 30 most emerging markets.

Colombia is importing more than exporting resulting in negative trade surplus in most industries. Thus proving itself to be the most attractive to international investors for retail development.

The three drivers: strong clothing production industry emerging fashion centers- and rising status in the global economy.

For more information on Global Textile Markets, Kindly avail of our services email: info@texprocil.org



Join Us... Now!

& avail of our
Membership Benefits

To know more, please write to us on email:
info@texprocil.org

TRADE DATA**Colombia's Imports of Textiles & Clothing in 2014-15
Top Ten Suppliers and India****Changing Demographics impact domestic sales**

Colombia has traditionally been a country populated with younger people, but the general trend is that the number of elderly people are growing faster than the younger segments of the population.

The expansion of the middle aged population, a segment of high salary earners increased the demand for high-end products such as designer clothing and footwear

Demand for high performance sportswear items is growing, with a specialized subdivision of Colombian companies focusing on technology and innovation to access the emergent sportswear market. Casual Clothing and Fast Fashion is on the rise in Colombia. Move towards more casual clothing and increasing interest in foreign brands such as Zara and Mango. Foreign retailers and brands are aiming to open stores throughout Colombia.

Colombia T&C trade : Top 10 Suppliers & India

The below tables give an account of Colombia's Textiles & Clothing Trade.

TEXTILES & CLOTHING

Rank	Suppliers	Mn US \$	% share
	World	2,483.75	100.00
1	China	1,034.57	41.65
2	India	234.72	9.45
3	United States	197.06	7.93
4	Peru	99.35	4.00
5	Mexico	96.62	3.89
6	Vietnam	72.97	2.94
7	Ecuador	71.18	2.87
8	Pakistan	56.98	2.29
9	Turkey	46.31	1.86
10	Taiwan	43.10	1.74

TEXTILES

Rank	Suppliers	Mn US \$	% share
	World	1,698.41	100.00
1	China	624.32	36.76
2	India	209.30	12.32
3	United States	173.37	10.21
4	Mexico	78.63	4.63
5	Peru	66.68	3.93
6	Ecuador	63.24	3.72
7	Pakistan	44.21	2.60
8	Taiwan	42.39	2.50
9	Brazil	41.66	2.45
10	Italy	33.10	1.95

CLOTHING

Rank	Suppliers	Mn US \$	% share
	World	785.34	100.00
1	China	410.25	52.24
2	Vietnam	47.53	6.05
3	Peru	32.68	4.16
4	Bangladesh	31.33	3.99
5	Honduras	28.80	3.67
6	Turkey	27.65	3.52
7	India	25.42	3.24
8	United States	23.69	3.02
9	Mexico	17.99	2.29
10	Morocco	16.31	2.08

COTTON TEXTILE ITEMS (YARN/FABRICS/MADEUPS)

Rank	Suppliers	Mn US \$	% share
	World	609.91	100.00
1	China	222.20	36.43
2	India	132.82	21.78
3	United States	46.19	7.57
4	Peru	43.00	7.05
5	Mexico	31.22	5.12
6	Ecuador	22.80	3.74
7	Brazil	18.42	3.02
8	Pakistan	16.71	2.74
9	Turkey	12.06	1.98
10	Italy	8.83	1.45

Data Analysis

- China is the bulk supplier of T&C into Colombia market with a share of 41.65%, 36.76% in Textiles, 52.24% in Clothing and 36.43% in cotton textiles
- India is the 2nd top supplier of T&C with a share of 9.45%, 2nd in Textiles with 12.32%, 7th in Clothing with 3.24% and 2nd in Cotton Textiles with 21.78% share.
- India ranks 2nd after China in Colombia's cotton textile imports - which when analysed productwise shows that Cotton Fabrics dominate the cotton textiles import market with a share of 64.42% followed by Cotton Yarn and madeups

:: TEXPROCIL ::

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TRADE NOTIFICATION

MEMBERSHIP SATISFACTION SURVEY

Dear Member,

The Council has recently obtained ISO-9001:2008 Certification. As part of the ISO documentation concerning 'Customer Satisfaction' we are seeking feedback from our Members on the services offered by the Council. Accordingly kindly fill in your complete information below and respond to the questions below by tick (✓) marking appropriate response in the space provided or with suggestions in brief wherever necessary. We value your association with us and prompt feedback.

COMPANY INFORMATION

Name of the Company	:	
Contact Person & Designation	:	
TEXPROCIL Membership (RCMC) No.	:	
Email Address & Website	:	

1) Kindly rate the following services offered by Texprocil on rating of 5 to 1. in order to serve you still better.*
5= Excellent, 4=Good, 3 = Satisfactory, 2 = Needs Improvement., 1 = Not Availed (N.A.)

Membership	Rate Here	Trade Development	Rate Here	Trade Promotion	Rate Here	Trade Services	Rate Here	Trade Intelligence	Rate Here
Procedure for New Membership	<input type="checkbox"/>	Publication: E-Newsletter	<input type="checkbox"/>	Intl. Fairs & Events	<input type="checkbox"/>	Certificate of Origin	<input type="checkbox"/>	Interactive Website	<input type="checkbox"/>
Membership Renewal	<input type="checkbox"/>	E-serve	<input type="checkbox"/>	Seminars & Workshops	<input type="checkbox"/>	Grievance Redressal Services	<input type="checkbox"/>	E-News Clippings	<input type="checkbox"/>
RCMC Amendment	<input type="checkbox"/>	Circulation Trade Enquiries Award	<input type="checkbox"/>	MDA/MAI Schemes	<input type="checkbox"/>	Information on Exim policy/Amendment DBK	<input type="checkbox"/>	Information Disseminated	<input type="checkbox"/>

2) a. Are you generally satisfied with the services actively availed by your company and marked above? Tick (✓)

YES	<input type="checkbox"/>	NO	<input type="checkbox"/>
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b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required)

Suggestions:

3) How is your company benefitting from the Exhibitions / BSMs being organized by the Council? Tick (✓)

Accessing new Markets	<input type="checkbox"/>	Generating additional business	<input type="checkbox"/>
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Others (Pls. Specify):

Making new Contacts (Trade Enquiries)	<input type="checkbox"/>	Any Others	<input type="checkbox"/>
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4) How is your company benefitting from the Export Facilitation services being provided by the Council?

Information on Export Policy / Procedures	<input type="checkbox"/>	Responses to various EXIM queries	<input type="checkbox"/>
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Others (Pls. Specify):

Redressal of Trade related grievances	<input type="checkbox"/>	Any Others	<input type="checkbox"/>
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5) Have you recommended TEXPROCIL Membership to other companies? Tick (✓)

YES	<input type="checkbox"/>	NO	<input type="checkbox"/>
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6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? (use additional sheet if required)

Suggestions:

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

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

**TRADE
NOTIFICATION****TEXPROCIL MEMBERSHIP
ANNUAL RENEWAL SUBSCRIPTION**

The annual renewal subscription amount for the financial year 2015-2016 (due from 1st April, 2015) is as follows: -

- 1) **MEMBER EXPORTER** - **RS. 11,400/- (MEM FEES 10,000 + S. TAX 1,400)**
 2) **REGISTERED TEXTILE EXPORTERS (RTE)** - **RS. 5,700/- (MEM FEES 5,000 + S. TAX 700)**

Special Discount: Texprocil is announcing a special discount scheme for those who wish to renew their membership for a period of 3 or 5 years as follows:

Period	Membership Fees		Discount Slab	Discounted Fees		Benefit to Exporters	
	RTE	Member		RTE	Member	RTE	Member
For 3 years	15,000	30,000	10%	13,500	27,000	1,500	3,000
For 5 years	25,000	50,000	15%	21,250	42,500	3,750	7,500

[RTEs and Members have to pay service tax on the discounted amount at the rate of 14%.]

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 2013-2014 & 2014-2015 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 2013-2014 & 2014-2015 as follows:

Sr. No.	Description	2014-2015 (Rs. FOB Value)	2013-2014 (Rs. FOB Value)
1	Cotton		
2	Cotton Yarn		
3	Cotton Fabrics		
4	Cotton Made-ups		
	TOTAL		

(Stamp & Signature of Chartered Accountant)
(Membership No. of Chartered Accountant)
(Firm Registration No. of Chartered Accountant)

PLACE:

DATE:

Note to Members & RTEs whose RCMC is expiring on 31.03.2015:

Please apply immediately for renewal of RCMC with the following documents:

- [1] Copy of your Import-Exporter Code (IEC)
- [2] In case of Manufacturer Exporter, a copy of Manufacturing Licence
- [3] In case of changes in Partners, a copy of revised deed of partnership
- [4] In case of changes in Directors, a copy of Form 32/DIR-2 or Board Resolution for those who have resigned or newly appointed.

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