



TEXPROCIL

Enewsletter

A fortnightly publication of THE COTTON TEXTILES EXPORT PROMOTION COUNCIL OF INDIA

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TEXPROCIL @

'VIETNAM & CAMBODIA'



TEXPROCIL organised a Buyer Seller Meet at Phnom Penh in Cambodia on 20th Feb. 2014. Seen in the pic. (left to right) Mr. Van Sou Leng, President, Garment Manufacturers Association of Cambodia, H.E. Mr. Pan Sorasok, Secretary of State, Ministry of Commerce, H.E. Mr. Dinesh Pathak, Ambassador of India & Mr. Manikam Ramaswami, Chairman, TEXPROCIL.

CHAIRMAN'S MESSAGE

Dear Friends,

Continuing it's efforts to share the findings of the study undertaken by the Council on the prospects of increasing India's Market share in cotton textile imports into Japan & Korea, a workshop was organized in Coimbatore with exporters of Made-ups in the Southern Region on 11th February. About 18 Exporting Companies participated in the Workshop & benefitted from the findings.

As a follow-up the Council is organizing the visit of a trade delegation to Korea on 6th & 7th March and also explore opportunities for further enhancing trade under the Indo-Korea CEPA, which has progressively reduced import duties on finished products like Home Textiles, Garments.

Friends,

the Council had recently organized a Delegation visit cum Buyer- Seller Meet Ho Chi



Minh city in Vietnam & Phnom Penh in Cambodia, two countries which have emerged as major Garment producing countries. Presentations made by the local associations representing the Garment industry show that there is huge market potential for Indian exporters of Fabrics, both Knitted & Woven including Denim.

At present the market is dominated by China, Korea, Taiwan etc. India has a negligible share. A comparison of the prices offered by Indian Suppliers with similar supplies from China shows that they compare favorably. The main



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CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

factor blocking our growth is the lack of awareness of India's capabilities coupled with the issue of lead time. While Fabrics ordered from China arrive in 10-12 days, those from India take a minimum of 21 days.

While this might be true considering that the order cycle time for Garments is increasingly shrinking, there is an urgent need to devise a strategy to capture the mind space of the Apparel producers in these countries for Indian Fabrics. We have to intensify our efforts to contact the leading manufacturers of Garments and then vigorously pursue the major players.

Our Embassies in these two countries are extremely pro-active and commercially savvy and have promised full support in providing all possible assistance in locating right buyers for our supplies.

Friends we will draw up an action plan shortly & I request all producers of Fabrics to extend their whole hearted co-operation in this effort.

We are happy to report that the PDEXCIL joined TEXPROCIL in organizing the Buyer-Seller Meet in Vietnam and some of their members travelled to Cambodia to participate in the event organized there also.

At the Home front, our Deputy Chairman Shri R.K Dalmia attended a meeting convened by the newly appointed Commerce Secretary on various issues faced by the exporting community and the prospects for achieving the target set for the fiscal year 2013-2014. The Deputy Chairman forcefully argued for granting of additional relief to the exporters of Made-Ups in view of the GSP+ benefit granted to Pakistan. He pointed out that the benefit had started affecting India's Exports and exporters were deeply concerned about the adverse impact on their sales & order bookings.

The Commerce Secretary & DGFT stated that they were seized of the matter & were committed to extending relief to the exporters.

Friends, the Council stands fully committed to getting relief for the made-ups exporters. In fact prior to the meeting attended by the Deputy Chairman on 20th Feb. the Executive Director of the Council also went to Delhi on 13th Feb and met the new Commerce Secretary and apprised him of the concerns expressed by the Home Textiles exporters on adverse impact of the GSP+ on Indian exporters. The Commerce Secretary assured of all support.

Well friends, as can be seen the Council is making all out efforts to get relief for our exporters of Made-Ups. However the relief has not been forthcoming so far!

We have no reason to doubt the sincerity of the policy makers in helping the exporters, maybe there is a procedural delay which we hope will be overcome shortly. We continue to remain hopeful !

Manikam Ramaswami
Chairman

EServ Notification No. : 028 of 2014

To: The Members of TEXPROCIL

**Sub: Reverse Buyers Sellers Meet "International Textile Exhibition"
from 7th, 8th and 9th March, 2014, at Ichalkaranji, Kolhapur (M.S)**

Dear Member,

Powerloom Development & Export Promotion Council (PDEXCIL) is organizing Reverse Buyers Sellers Meet International Textile Exhibition from 7th, 8th and March, 2014, inviting buyers from USA, France, Germany, Australia, China, Srilanka, Bangladesh, Vietnam, Turkey etc.

Interested members are requested to contact PDEXCIL at hereforth given address:

Powerloom Development & Export Promotion Council
GC-2, Ground Floor, Gundecha Onclave,
Kherani Road, Andheri (E), Mumbai-400072
Tel No. 022-67254510/67254497/98 Fax No. 022-67254526
Email: pdexcilmumbai@yahoo.com.

Thanking You,
(Siddhartha Rajagopal)
Executive Director
:: **TEXPROCIL**::

Join Us... Now!

& avail of our
Membership Benefits

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

COVER STORY**TEXPROCIL organised BSM in Vietnam & Cambodia
(17- 20 February 2014)**

The Apparel-export sector in Vietnam & Cambodia occupies a prominent position in their economy and has emerged as a major export-earning sector. Realising this, the Council organized a Buyer Seller Meet in Ho Chi Minh City, Vietnam (17/18 February 2014) & Phnom Penh, Cambodia (20 February 2014). The BSM was organised with the support of the Consulate General of India in Ho Chi Minh City (HCMC) and Vietnam Chamber of Commerce and Industries (VCCI) and the Embassy of India in Phnom Penh and the Indian Chambers of Commerce, Phnom Penh.

Preamble

The Indian textile sector, in its efforts to emerge a global winner, is engaging itself in all out efforts to reorganize itself in terms of both markets and products for the market. Redoubling its efforts on branding and marketing, the sectoral policies are being aligned to attract investment for developing a competitive infrastructure and for strengthening of supply chains. Market diversification has become an essential tool to consolidate position in the traditional markets and gain from the opportunities offered by the new emerging markets.

Apart from its policy aimed at market diversification, efforts need to be stepped up for preferential access to prospective markets. Also a comprehensive product and market based strategy needs to be devised for intensifying the marketing efforts and enhancing the market reach of 'Brand India'. There is a need to proactively pursue the opportunities created by PTAs like Indo-ASEAN Agreement, and capitalize on favorable terms negotiated for the Textiles and Clothing sector.

Vietnam Textile & Garment Industry

Vietnam's textile and garment sector has seen fast and sustainable growth over the past years, playing an important role in national socio-economic development. Demand for labor in the sector is huge. Every year, the sector gives employment for 2.2 million people, generating income for the workers. Export value of textile and garment products in recent years has been ranking number two in the country's total export revenue, earning a major source of foreign exchange and contributing significantly to Vietnam's gross national product and budget.

Cambodia Textile & Garment Industry

In 2011, Cambodia's garment and textile industry comprised more than 300 factories employing some 335,000 workers and accounting for 85 percent of the country's total exports. The industry lacks a strong textile-manufacturing base, and operates largely in the final phases of garment production — mainly cut, sew and trim — and imports almost all of its fabric,



which is supplied mostly by China as well as other Asian countries.

Garment production accounts for 16 percent of Cambodia's total gross domestic product (GDP) and employs 45 percent of its manufacturing workers.

Cambodia benefits from duty-free and quota-free access to the EU and the United States as well as to many other major world markets. Since 2001, the country has been a beneficiary of the Everything But Arms (EBA) initiative, which is part of the EU's generalized system of preferences (GSP) that is highly advantageous for Cambodia, which imports almost all of its fabric.

Exports of garments from Vietnam for 2013 was approx. 20 bn. and for Cambodia was USD 5 bn. This provides good scope for Indian yarn & fabric companies to enter the Vietnam & Cambodian Markets

**Buyer Seller Meet in Ho Chi Minh City, Vietnam
(17/18 February 2014)**

A buyer seller meet was organised by the Council with the active support and guidance of Consulate General of India in Ho Chi Minh City and the Vietnam Chamber of Commerce and Industry (VCCI) at Hotel Rex on 18th February 2014. Vietnam National Textile and Garment Group (VINATEX), Vietnam Textile & Apparel Association (VITAS) and the Association for Garments, Textile, Embroidery and Knitting (AGTEK) also supported the event by inviting their members to the event.

COVER STORY (continued)

TEXPROCIL organised BSM in Vietnam & Cambodia (17- 20 February 2014)

23 Indian companies had registered for the programme, out of which 21 companies actually participated in the event with 2 companies dropping out at the last moment.

Publicity and Publications:

The Council hired the professional services of Vietnam Chamber of Commerce and Industry (VCCI) at Ho Chi Minh City for pre-event publicity in increasing awareness about Buyer Seller Meet and also for inviting their members to attend the same.

Company profiles of Indian participants in English and Vietnamese were sent along with the invitation letter and registration form to large number of relevant Vietnamese buyers, importers, traders and agents. Follow up was done by the Consulate and VCCI to ensure maximum attendance at the Buyer Seller Meet.

Direct e-mail invitations from Texprocil office were also sent to the buyers about two weeks prior to the event.

An exhibitors' catalogue was printed in English and Vietnamese with full company profile of each participant. This catalogue was distributed to buyers and trade visitors at the meeting venue and registration desks at Hanoi & Ho Chi Minh City along with branded cotton bags and Texprocil brochures and pamphlets.

Visitors at the event

About 45 companies visited the buyer seller meet in Vietnam, which included yarn traders, garment manufacturers and jeans producers among others. Enquiries were received by the delegation and some of the participants succeeded in developing trade contacts with the buyers.

Buyer Seller Meet in Phnom Penh, Cambodia (20 February 2014)

A buyer seller meet was organised by the Council with the active support and guidance of the Embassy of India in Phnom Penh, at Hotel Intercontinental on 20th February 2014. The Indian Chambers of Commerce also supported the event by inviting locally known textile firms to the event.

11 Indian companies participated in the event.

Publicity and Marketing

Pre-event publicity in increasing awareness about

Buyer Seller Meet was done by the Council as well as the Embassy of India through initial e-mailers. Bilingual Company profiles of Indian participants in English and Khmer were sent along with the invitation letter and registration form to large number of relevant Cambodian buyers, importers, traders and agents. Follow up was done by the Embassy to ensure maximum attendance at the Buyer Seller Meet.

Company profiles of Indian participants were sent along with the invitation letter and registration form to large number of relevant buyers, importers, traders and agents. Direct e-mail invitations from Texprocil office were also sent to the buyers about two weeks prior to the event.

A bilingual exhibitors' catalogue was printed in English and Khmer with full company profile of each participant. This catalogue was distributed to buyers and trade visitors at the meeting venue and registration desks at the BSM along with branded cotton bags and Texprocil brochures and pamphlets.

Visitors at the event

About 15 companies visited the buyer seller meet in Cambodia, which included garment manufacturers among others. Enquiries were received by the delegation and some of the participants succeeded in developing trade contacts with the buyers.

Conclusion

This event, helped to promote trade cooperation between the two countries in general, and the two textile sectors in particular. India continues to be seen as an important hub of manufacturing of Cotton Yarn & fabrics. We should make every effort that atleast upto the Fabric stage India becomes 'numero uno' supplier in the World.

The Council has been organizing wide ambit of activities under the MDA and MAI Schemes, to promote 'Brand India' label and enhance exports of Indian T&C products. In order to achieve the goals set for the upcoming decade, it is imperative on the part of Indian entrepreneurs to participate in large numbers at the Council organized events and redouble their marketing efforts. It's time we realize that market and product diversification are both necessary to increase the sector's share in world exports.

:: TEXPROCIL ::

TRADE ENQUIRY

Trade Enquiry received at the Council organised Buyer Seller Meet in Vietnam

Trade Enquiry received at the Council organised BSM in Vietnam

Sr.No.	Company Name & Address, Contact Name	Telephone / Fax	E.mail/Website	Items of Interest / Remarks
1	28 Corporation Co., Ltd 3 Nguyễn Oanh Str., Ward 10, Gò Vấp Dist, HCMC Nguyễn Hồng Mẫn Phạm Thị Hồng Thắm Nguyễn Chí Trực CEO	T. 08 38942238 F. 08 38943053 M. 0903775590 M. 0903787864	28@agtex.com.vn www.agtex.com.vn	Garment & Textile
2	Anh Khoa Co. 174 Tân Sơn Nhì Str., Tân Sơn Nhì Ward, Tân Phú Dist, HCMC Nguyễn Công Khoa - Dy Director Phạm Hồng Thái - Mfg. Director	T. 08 54085255 F. 08 54085256 M. 0922555505 M. 0913669374	info@akunderwear.com www.akunderwear.com	Hosiery Fabrics
3	Bình Tân Investment JSC 590-592 Trần Hưng Đạo Str., Đức Long Ward, Phan Thiết City, Bình Thuận Province Hoàng Đình Minh - Staff Châu Huy Việt - Staff	T. 062 3722344 F. 062 3722345 M. 01234501288 M. 01234536288	sales@bitasic.com.vn www.bitasic.com.vn	Textiles Trading & Investments
4	Epic Designers Vietnam Limited Đông Khởi Str., Tân Hiệp Ward, Biên Hòa City, Đồng Nai Province Mr. Geoffrey Paul Director	T. 0613 897710 F. 0613 897712 M. 0984520403	geoffreyP@EpicVN.com	Garment manufacturer & exporter
5	Fashion Alliance Co., Ltd 1021, An Thịnh Building, An Phú Ward, Dist 2, HCMC Huỳnh Văn Sung - Director Phương Hồng Ngọc - Staff	M. 0913669548 M. 0906766905	trungfashionalliancevn@ viettel.vn	Garment & Textile
6	Gia Định- Phong Phú Textile & Garment Corp 189 Phan Văn Trị Str., Ward 11, Bình Thạnh Dist, HCMC Nguyễn Trung Hiếu Phan Thanh Tuấn Phạm Thị Lan Trinh Deputy Director	T. 08 66835282/ 35162486 F. 08 33766722	lantrinh0809@gmail.com www.gdptex.vn	Import/export, production, selling, buying, materials, chemical, product of textile & garment
7	Hong An Co. 40 Trịnh Hoài Đức Str., Ward 13, Dist 5, HCMC Nguyễn Văn Trường Lâm Deputy Director	T. 08 38592850 F. 08 39506487 M. 0903940755	khanhthien_1607@yahoo.com	fabrics

Note: Members are advised verify the credentials of the above contacts before entering into a financial or contractual obligations. We have reproduced above only a gist of enquiries received, more enquiries will be circulated vide EServe to all members or can be obtained by writing to us on email : mktg@texprocil.org

TRADE ENQUIRY

Trade Enquiry received at the Council organised
Buyer Seller Meet in Vietnam

Trade Enquiry received at the Council organised BSM in Vietnam

Sr.No.	Company Name & Address, Contact Name	Telephone / Fax	E.mail/Website	Items of Interest / Remarks
8	Hồng Cơ Co. Nhị Xuân IP, Hóc Môn, HCMC Đỗ Công Khanh Dương Hồng Nhật Diễm Mr. Mutalab	T. 08 62696969 F. 08 62 8888099 M. 0906916169	kdocong@gmail.com exostandardvn@yahoo.com www.exostandardvn.com	Manufacturing bags, handbags, pacakings, suit cover
9	Khatoco Trading Co., Ltd Tô Hiệu, Vĩnh Nguyên, Nha Trang City Lê Văn Hùng Phan Hoàng Tùng Nguyễn Vũ Anh Toàn	T. 058 3881353 F. 058 3886422 M. 0903536263	anhtoan@khatoco.com	Trading
10	Kim Vu Fashion & Fabric Co., Ltd 58 Dương Tử Giang, Ward 14, Dist 5, HCMC Ngô Thị Vân Vice Director	T. 08 38558517 Ext 108 F. 08 62610017 M. 0903931327	ngovan@kimvuco.com.vn www.giaphapvaisoi.com.vn	Fabrics
11	Le Anh ITT Co., Ltd 489A/23A/108 Huỳnh Văn Bánh Str., Ward 13, Phú Nhuận Dist, HCMC Lan Anh Le (Ms. Ann) - Director Nhi Nguyen (Ms. Tracy) - Staff	T. 08 39907820 F. 08 39919288 M. 0905132757 0997670563”	tracy@leanh.com.vn www.leanh.com.vn	Trading
12	Long Giang Production Trading Co. 20/52 Hồ Đắc Di Str., Tây Thành Ward, Tân Phú Dist, HCMC” Trần Quốc Tuấn Deputy Director	T. 08 62523649 F. 08 62623658 M. 0903358717	tuan.tran@longgiangco.com.vn	Production & trading fabric and garment
13	Mai Hoàng Garment Co., Ltd 622/14 Cộng Hòa, Ward 13, Tân Bình Dist, HCMC Trần Tuấn Linh - Director Nguyễn Thị Bích- Dy Director	T. 08 38132749 F. 08 38122638 M. “0909699555 0913609024”	maihoang@ maihoanggarment.com	Garment factory
14	Mei Sheng Textiles Vietnam Ngái Giao, Châu Đức, Bà Rịa- Vũng Tàu Province Mr. Roy Ms. Trang	T. 064 3963200 F. 064 3963000 M. 0933140032 0933770009”	roy@mstexvn.com	Fiber
15	Minh Đông Textile Co., Ltd 11/11 Thoại Ngọc Hầu Str., Hòa Thạnh, Tân Phú Dist, HCMC Đặng Văn Đông Director	T. 08 39731954 F. 08 38604733 M. 0913804626	vado_minhdong@yahoo.com.vn	Garment, textile

Note: Members are advised verify the credentials of the above contacts before entering into a financial or contractual obligations. These enquiries have already been circulated vide EServe to all members or can be obtained by writing to us on email : mktg@texprocil.org

TRADE FACILITATION

Buyer Seller Meet Notification

SUB: POTENTIAL FOR PIMA YARN & HOME TEXTILES IN GUATEMALA

Dear Member,

This is with reference to the BSM in Guatemala and El Salvador being organised by the Council from 17th to 21st March 2014.

We have received an encouraging feedback from the Embassy of India in Guatemala who mentioned that for items like bed linen, towels, curtains, kitchen linen, cushion covers etc., major importers / chain stores like CEMACO, Sears, Siman can be invited to visit the BSM. The local Chambers of Commerce and the Textile Association are also supporting the event by reaching out to their individual database of importers to attend the BSM.

Given the scope and potential of home textiles in Guatemala, the Embassy of India is keen on seeing home textile exporters as part of the delegation. The Council invites members to participate in the BSM if your product range includes the items above.

The Embassy has also mentioned that there is a demand for PIMA yarn in Guatemala. Guatemala is currently importing PIMA yarn from USA and South American countries. There is however scope for importing PIMA yarn from India for making garments for use within Guatemala. Members having PIMA yarn in their product range are requested to make use of this opportunity to display their samples of PIMA yarn by participating in the BSM.

Members interested may get in touch with the Council by writing to us on the Emails below:

K. Attn.: Shailesh Martis – Deputy Director, TEXPROCIL | Email : shailesh@texprocil.org / mrunal@texprocil.org

Thanking You

SIDDHARTHA RAJAGOPAL
EXECUTIVE DIRECTOR

:: TEXPROCIL ::

Glimpses of the BSM in Vietnam & Cambodia organised by TEXPROCIL (17-20, Feb. 2014)



TRADE NOTIFICATION

MEMBER SATISFACTION SURVEY

Dear Member,

The Council is in the process of getting 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:
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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"/>
Others (Pls. Specify):	Making new Contacts (Trade Enquiries)	<input type="checkbox"/>	Any Others	<input type="checkbox"/>

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

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

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