

Two Day Reverse Buyer Seller Meet (RBSM) of CLE

February 1 & 2, 2014, Chennai

As a part of the approved Annual Action Plan 2013-14, the Council for Leather Exports (CLE) organized the third edition of the Two Day Reverse Buyer Seller Meet (RBSM) in Hotel Le Royal Meridien, Chennai during February 01-02, 2014. The RBSM Event was organized

coinciding with the India International Leather Fair (IILF) scheduled during January 31 to Feb 3, 2014 at Chennai Trade Centre. The objective of the RBSM was to facilitate B2B meetings with the overseas buyers from worldwide for the small scale Indian exporters of leather & leather products

at their doorsteps.

27 member companies participated in the RBSM, Chennai displaying wide variety of their latest collections of footwear, wallets, bags, gloves, garments etc. The list of the exhibitors in the RBSM, Chennai are given below :

SL No	Name of the Company	Product of Display
1	AFCO, Chennai	Shoes
2	AKI India Pvt. Ltd, Kanpur	Footwear
3	Alpha Leather Products, Chennai	Leather Footwear
4	AMPEL, Chennai	Footwear, Finished Leather
5	A-One Footarts Pvt. Ltd, Rajasthan	Footwear
6	Bharat Tanning Industries, Kanpur	Footwear
7	Creation Centre, Kancheepuram	Leather Belts
8	Deva International Exim Pvt. Ltd, Kolkata	Bags, Portfolios
9	Exotic Fashions Pvt. Ltd, Kolkata	Wallets, Purses, Bags
10	G P Exports, Kolkata	Hand bags, Wallets & SLG
11	Global Leathers, Chennai	Wallets, Bags & Accessories
12	Grace Craft Pvt.Ltd., Kolkata	Leather Bag, Wallets, Purses, Portfolio
13	Halcyon Footwear Pvt. Ltd, Chennai	Full Shoes
14	Inspire Exim Pvt. Ltd., Delhi	Leather Garments
15	K.D.Orient Impex, Mumbai	Leather Garments
16	Khimjee Hansraj, Chennai	Bags, Wallets
17	K.K. Leather Mart, Agra	Footwear
18	Leder Pointe, Chennai	Leather Wallets And Belts
19	Naaz Exports Pvt. Ltd., Kanpur	Footwear/Upper/Finished Leather
20	Manti Fashion Accessories Pvt. Ltd., Kolkata	Wallets,Purses,Cigar cases, Men's bags
21	Pakkar Leather Export Company, Chennai	Gloves
22	Ratha Worldwide Leathers Pvt. Ltd., Chennai	Belts, Bags, Wallets and Finished Leather
23	Siddharth Exports, Noida	Footwear
24	Skin N Stitch Pvt. Ltd., Kolkata	Wallets & Handbags
25	Studio Pelle India Pvt Ltd., Chennai	Leather Garments
26	Ven Ponn Shoes Pvt Ltd., Chennai	Woven Bags and Sandals
27	Wallets Plus, Kolkata	Leather Goods

Each company was provided with a fully constructed stand with name board, partition walls, lighting and display accessories as per their product of display. CLE's attractively designed publicity posters were also hosted in the venue giving a good business ambience.

Based on the mobilization efforts of the Council, 25 buyers from countries Australia, Austria, Canada, Denmark, Italy, Malaysia, South Africa, Turkey, Tunisia, UAE, UK, USA, Uzbekistan and Zimbabwe attended the RBSM under Council's hospitality package. Apart from this, around 10 buyers who visited the IILF 2014 also participated in the RBSM, Chennai and interacted with the participants. The list of the 25 buyers attended under the Council's hospitality package is given below :-

S.No	Name of the Buyer
1	Michael Pekelman, leather@dorys.com.au, Australia
	AKI India Pvt. Ltd, Kanpur
2	Erich Gutmann, SANTINI GmbH, Austria
3	Ms. Poonam Chhibbar, Classic 2000, Canada
4	Mr. Peter Amdrup, Skindhuset A/S, Denmark
5	Mr Massimiliano Iacopetti, Unileather, srl, Italy
6	Bigi Marcello, MB Trading Marcellobigi, Italy
7	Mr. Paul C. Brandeis, Hong Kong Universal Ltd. Italy
8	Mr. Giovanni Fenili, Fenili Calzature S.R.L., Italy
9	Mr. Abdul Samad, Kulitkraf SDN Berhad, Malaysia
10	Mr. Cassim Shaikh, Hopwell Footwear (PTY) Ltd., South Africa
11	Mr. Billy Moodley, B.M.Agency, South Africa
12	Kiresen Reddy, LM Shoes CC, South Africa
13	Hamdi Mokhtar, Green Security, Tunisia
14	Mr. Ender Yazicioglu, Birtug Dis Tic. STI, Turkey
15	Rohan Khera, Dubai Silicon Oasis, UAE
16	Kyle Anthony James Edwards, Tiny Fashion Ltd., UK
17	Lesley Heron, Growin Steps, UK
18	Veena Agarwal, Veene Import, USA
19	Mr. Ikramov Sherzod, Charmpoyabzai Dizayan Markazi, zbekistan
20	Mr. Akhmedov Vihid, Nafis Charm, Uzbekistan
21	Mr. Zakhidov Mirsaid, Uzbekcharmoyabzali, Uzbekistan
22	Mr. Nurakhunov Dilmurod, Toshkentim Korkim, Uzbekistan
23	Mr. Mamayusupov Abdulbori, Hamkor Nur Savdo, Uzbekistan
24	Mr Hasimook Naran, Tika Shoes Pvt Ltd, Zimbabwe
25	Ms. Irmentraud Meisel-Holzner, Zenith Agentur IMH GmbH & Co, Austria

Besides, the Iranian delegation and the overseas journalists which visited IILF also visited the fair and interacted with the Indian companies.

The Two Day RBSM started with a formal inauguration by Padmashri M Rafeque Ahmed, President, FIEO by lighting of the lamp. The inauguration was attended by Shri R.K. Jalan, Chairman-CLE, Shri N Shafeeq Ahmed, Vice Chairman, CLE, Shri Aqeel Ahmed, Regional Chairman-South, CLE, Shri R Ramesh Kumar, IAS, Executive Director, CLE, officials from the Council, ITPO and of course the participants and overseas buyers.

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Shri M. Rafeeq Ahmed, President, FIEO lighting the lamp

LIGHTING OF LAMP BY OTHER DIGNITARIES



Shri Rajendra K. Jalan, Chairman, CLE



Shri N. Shafeeq Ahmed, Vice-Chairman, CLE



Shri P.R.Aqeel Ahmed, Regional Chairman (SR), CLE



Shri R. Ramesh Kumar, Executive Director, CLE

Shri M Rafeeq Ahmed, congratulated CLE for having organised the RBSM Chennai consecutively for the third year. He wished all the participants to have a fruitful business event.



Shri M Rafeeq Ahmed, President, FIEO delivering his speech

Shri P.R. Aqeel Ahmed, Regional Chairman, CLE welcomed the participants and the buyers for attending the RBSM, Chennai. The Regional Chairman-South thanked the Chairman, CLE for his initiative to organize the RBSM as an exclusive event. He wished all success for the participants and the buyers for a prospective business outcome.



Shri P.R. Aqeel Ahmed, Regional Chairman, CLE addressing the gathering

Shri R Ramesh Kumar, IAS, Executive Director, CLE expressed sincere

thanks to the Chairman, CLE for his efforts in meeting the Hon'ble Union Minister of Commerce & Industry and the ITPO to organise the RBSM as a stand-alone event. The ED, CLE also thanked all the participants and the buyers for participating in the CLE's marketing efforts and wished them success.



Shri R. Ramesh Kumar, Executive Director, CLE speaking on the occasion

Shri R.K. Jalan, Chairman and Shri N Shafeeq Ahmed, Vice Chairman-CLE had also conveyed their best wishes for the participants for a successful RBSM, Chennai. After the inauguration, the President, FIEO along with the Chairman, Vice Chairman and Regional Chairman visited the individual stands and interacted with the participants.



Shri Rajendra K. Jalan, Chairman, CLE speaking on the occasion



Shri N. shafeeq Ahmed, Vice-Chairman, CLE sharing his thoughts

Indian Leather Industry - Striding with Confidence

INTERACTION OF SHRI M. RAFAQE AHMED, PRESIDENT, FIEO WITH MEMBER PARTICIPANTS



Shri R. Ramesh Kumar, Executive Director, CLE (right) with Shri Naresh Bhasin, Regional Chairman (West), CLE (centre) and Shri Shankar Dawn, Convenor, Leather Goods Panel, CLE (left)

VIEW OF BUSINESS MEETINGS





Feedback of the Participants : Council has devised a new format of feedback so as to get the credentials of each buyer attending the RBSM. Though from the participants feedback, the business generation could not be ascertained, it can be seen that out of the 23 buyers visited, the participants have indicated that 18 buyers were potential buyers.

Overall Feedback : The Buyers had indicated a positive outcome of the event. Around 188 meetings were held in these two days of the RBSM with all the 27 participating companies. The business generation is expected to be around USD 5 million. The Two Day Reverse Buyer Seller Meet during Feb 01 & 02, 2014 held coinciding with the 29th edition of

the India International Leather Fair 2014 was a successful event in terms of the business generated. From the information provided by the buyers, they had a good opportunity to meet the manufacturers and placed enquiries which will be transformed into business orders in due course of time.