

Raw Material Sourcing Meet of CLE

1st Feb 2018 at Hotel ITC Grand Chola, Chennai

Council for Leather Exports organised a Sourcing Meet between International Suppliers of Raw Materials (Finished Leather, Semi-Finished and Raw Hides/Skins) and Indian Importers of Raw Material & Manufacturers of Leather Products including Footwear, on 1st February 2018 at Hotel ITC Grand Chola, the first of its kind in Chennai.

Need of the hour-

The Tanning industry is the backbone of the leather industry and availability raw hides & skins is one of main contributing factors for the robust growth of the tanning industry in any country. In fact, India is one among the largest livestock holding countries and is bestowed with an affluence of raw materials. India produces 3 billion sq ft of leather annually meeting 10% of global leather demand.

Considering its growth potential, the leather sector has been identified as one of the Focus Sectors under the Make in India initiative of the Government of India, and has been set an ambitious turnover target of USD 23.47 billion to be achieved by 2019-20. As per current estimates, the contribution of Exports would be US\$ 7.5 bn and Domestic Market size would be US\$ 15.97 bn to reach the target of US\$23.47 bn by 2020. Keeping in view the Target fixed by the Government, it is estimated that the leather industry requires about 5 billion sq.ft of leather to meet the production demand.

Towards achieving the target, there is an urgent need to look out for new avenues from where the raw materials such as raw hides & skins, wet blue/crust, semi-processed leathers etc. can be sourced and imported into India. In fact, India's import of raw hides/skins and leather has been increasing from US\$ 472.60 million in 2010-11 to US\$ 609.59 million in 2016-17, growing at a CAGR of 4.33% in the last seven years, indicating thereby the increasing demand for raw materials



Shri Mukhtarul Amin, Chairman, CLE inaugurating the Raw Material Sourcing Meet

from overseas, as the same cannot be met by domestically. Raw hides/skins and leather accounts for about 50% of India's total imports of leather and leather products. Hence the Council with a view to strengthen its raw material resources, has organised the First Sourcing Meet on 1st Feb 2018.

Inauguration of the Raw Material Sourcing Meet

Shri Mukhtarul Amin, Chairman inaugurated the Sourcing Meet by formal ribbon cutting. Shri Aqeel Ahmed, Vice Chairman, Shri Javed Iqbal, Regional Chairman-Central, Shri Naresh S Bhasin, Regional Chairman-West, Shri A K Sondhi, Raw Material Panel Convener, Shri N Shafeeq Ahmed,

Finished Leather Panel Convener, Shri Manoj Tuli, Leather Garment Panel Convener, Shri Subash Kapoor, Former Vice Chairman, Shri R Ramesh Kumar, Executive Director, the International Raw Material Suppliers and the CLE Members were present during the inauguration.

The ribbon cutting was followed by traditional lighting of the lamp by the above dignitaries.

During his inaugural address, Shri Mukhtarul Amin, Chairman, CLE welcomed all the International delegates and thanked them for making their trip to India for attending this Sourcing Meet.



Chairman, CLE lighting the lamp in the presence of Shri Anil K. Sondhi, Convener, Raw Material Panel, CLE ; Shri P.R. Aqeel Ahmed, Vice- Chairman, CLE and Shri R. Ramesh Kumar, Executive Director, CLE



Shri Mukhtarul Amin, Chairman, CLE speaking at the inaugural event

During his speech, Chairman emphasized the importance of organizing this Sourcing Meet by stating that India, with its rich animal population and raw material resources, produces the world's best hides and leather. India produces 3 billion sq feet of leather accounting for 10% of global leather production and in fact, India is the Fifth largest supplier of Finished Leather in the world. Nevertheless, the robust growth of the industry generates huge demand for raw material and leather, over and above the supply of indigenous sources.

Chairman also thanked the Ministry of Commerce & Industry, Government of India for announcing a Special Package worth Rs 2600 crore to the Indian Leather Sector. Of this, he stated that Rs 360 crore has been allotted for developing the production clusters all over India. The availability of raw materials is of course, the basic for all the production clusters and in this way the Council is organizing this sourcing meet at the right time.

The Indian leather sector assumes greater significance in terms of its potential towards employment generation and foreign exchange earnings. With an annual turnover of about US\$ 18 billion, the export of leather and leather products increased manifold over the past decades and touched US\$ 5.67 billion during 2016-17, positioning India as the Eighth largest exporter of leather and leather products in the world.

The Indian leather sector has to its credit, a number of distinctive

features namely 2nd largest producer of Footwear, 2nd largest exporter of Leather Garments, 3rd largest exporter of Saddlery & Harness, 5th largest exporter of Leather Goods, 5th largest exporter of Finished Leather and so on.

The Indian leather industry, owing to its contribution to Employment and Foreign Exchange Earnings, has been a Focus Sector and set an ambitious



Shri P.R. Aqeel Ahmed, Vice Chairman, CLE delivering his address at the inauguration

target of US\$ 23.47 billion to be achieved by 2019-20 under Make in India - the Flagship programme of our Hon'ble Prime Minister. To meet these growth targets, the industry's raw material requirement is estimated at US\$ 5 billion sq.ft of leather. Towards achieving this target, the Industry is on the look-out for new and potential suppliers of raw materials/different kinds of leather from international sources.

Chairman further thanked all the Indian Missions for their active support and assistance in propagating the

information to the Leather Industry Associations and encouraging their participation in the Raw Material Sourcing Meet.

The Chairman congratulated Shri Anil Kumar Sondhi, Raw Material Panel Convener of CLE who had initiated organizing the Council's 'First Raw Material Sourcing Meet.'

Chairman also thanked all the Member-Exporters for their interest and active participation in this event.

Shri P.R. Aqeel Ahmed, Vice Chairman, CLE in his welcome address had stated that he is happy to see the huge gathering of the overseas suppliers and CLE Members attending the Sourcing Meet. The Vice Chairman stated that this large number of audience shows the importance of the raw material business. The raw material business is perhaps the most lucrative business and is happy that the Council is organizing the Raw material Sourcing meet for the first time in India.

The Vice Chairman welcomed all the International Suppliers of Raw Materials/Leather and the CLE members for participating in this Sourcing Meet and wish them good beginnings in establishing new and lasting trade tie-ups in future.

The Vice Chairman stated that this is an innovative approach of the Council towards augmenting the raw material resources expressed hope that this will continue in the successive years too.

The Vice Chairman acknowledged the initiative and thanked for the efforts of

of Shri A K Sondhi, Raw Material Panel Convener, who has been instrumental in organizing this event.

Shri A K Sondhi, Raw Material Panel Convener, at the outset had conveyed his gratitude to Chairman for having reposing confidence in him and nominating him as the Raw Material Panel Convener.

The Raw Material Panel Convener stated that India imports to the tune of around US \$ 550 million of Raw Hides/Skins and Leather from various countries. With the objective to create easy access to the international suppliers of raw materials to all our members and to personally witness the samples of hides/skins and leather of other countries, the idea of organizing the Sourcing Meet was originated, which was readily accepted by the Chairman. We hope that this Sourcing Meet would provide an opportunity to further strengthen the availability of different varieties of leather required for the industry.



Shri R. Ramesh Kumar, Executive Director, CLE speaking at the event

for the industry.

Raw material is the backbone of leather industry and being the All India Panel Convener, he proposed to get the best selling resources under one roof by arranging this raw material meet. He further stated that we must have combined strategies to competitively source raw materials and this meet will give an opportunity to raw material suppliers and Indian leather exporters to come to a common platform and

programme of the Hon'ble Prime Minister. Under the Make in India, the leather sector has been set an ambitious target of US\$ 23.47 billion to be achieved by 2019-20 for which the estimated raw material/leather requirement is US\$ 5 Billion. The leather sector though indigenously source the raw materials, in order to achieve the target of producing US\$ 5 Billion worth of leather, is also on the look-out of all available international sources, over and above its indigenous procurement. With this objective of enhancing the availability of the raw material resources, the Council has organised this Sourcing Meet for the first time. The Executive Director thanked Chairman, Vice Chairman and the Raw Material Panel Convener for this innovative approach.

Overseas Suppliers Attended

The Council has undertaken an intensive mobilization campaign by approaching the Indian Missions all over the world and also the Leather Associations. The Indian Missions in turn circulated the information to all the concerned leather related associations and requested their presence in the Sourcing Meet. Based on the mobilization efforts of the Council and the Indian Missions abroad, the following Overseas Suppliers attended the Sourcing Meet.

21 Overseas suppliers from countries namely Australia, Bangladesh, Brazil, Egypt, Kenya, Niger, New Zealand, Serbia, Tanzania and Uganda attended the Sourcing Meet.



Shri A K Sondhi, Raw Material Panel Convener, CLE speaking at the event

The Raw Material Panel Convener said that he is happy to see the presence of large number of the international suppliers attending the Sourcing Meet. He extended warm welcome to all the foreign suppliers to India and wished them to have good business meetings with our Indian manufacturers. He further thanked all the CLE Members for their enthusiastic pre-registration and participation in the Sourcing meet. He stated that this platform may result in establishing new trade tie-ups which would eventually lead to enhanced availability of raw material resources

discuss mutual cooperation.

Shri R Ramesh Kumar, Executive Director, CLE welcomed the international suppliers and the CLE members and stated that this is an excellent opportunity for the international suppliers and the Indian importers to have direct B2B meetings and develop trade tie ups. He further stated that considering the growth potential and employment opportunity it offers, the Leather Sector has been identified as one of the Focus Sectors under the Make in India, a flagship

S.No	Company Name	Country	Participants
01	Durlicouros Ind.Com. De Couros Exp. Imp. Ltda	Brazil	Mr. Juliano Machado Francioli
02	EL Iman Tannery	Egypt	Mr. Gamal EL Tigy
03	Jambo Tannery Uganda Ltd	Uganda	Mr. Arafat Abdulkadir Shariff Mr. Mohamed Sharif Mohamed
04	JBS Couros	Brazil	Mr. Valmir Silva Mr. Jorge Castilho Mr. Denis Almeida
05	K.items manufactured for Import & Export	Egypt	Mr. Adel Mohammed Kirat
06	La sahelienne Des Cuirs ET Peaux	Niger	Mr. Boukary Abba Alassane
07	Leather Industries of Uganda Limited	Uganda	Mr. Nelson Agaba Kasingye
08	Leatherland Limited	Uganda	Mr. Umashankar Loganathan
09	Lowe Corporation Limited	New Zealand	Mr. Bill Ritchie
10	Mas Tannery Ltd	Kenya	Mr. Mohamed Abukar Syad
11	Moshi Leather Industries	Tanzania	Mr. S. Amutha Kumar
12	Nakuru Tanners Ltd	Kenya	Mr. Fahd Feisal
13	Niger Hides and Skins' Devolepment Project	Niger	Mr. Seini Djibo
14	Paramount Tanneries	Dhaka	Mr. Akbar Hossain
15	S.W.T. Leather Industries Limited	Uganda	Mr. Anjum Munir
16	Sagana Tanneries Limited	Kenya	Mr. yassin Awale
17	Sarg Tannery for Import and Export & leather Tanning	Egypt	Mr. Mahmoud Mohamed Sarg Dr. Ghada Mostafa EL Ganzouri
18	The Egyptian German Company for Industries and Trading	Egypt	Mr. Ahmed Zakay EL Gabbas
19	Tornero d.o.o.	Serbia	Mr. Simic
20	Watermarks Corporation	Bangladesh	Mr. Md Sanuar Hossain
21	Harvey Beef	Australia	Mr Wayne Shaw



Shri Mukhtarul Amin, Chairman, CLE discussing with ITC official

Ms Sunanda Santappa, Deputy Director, CLE discussing with the Dr. Khaled Melad Resek, Counsellor, Embassy of Egypt, Delhi

NATIONAL

95 members from 61 companies attended the event and held business discussions with the raw material suppliers. The list is given below.

SL. NO.	NAME OF THE COMPANY	NAME OF REPRESENTATIVE
1	A A ENTERPRISES	A. FAVAZ AHMED
2	ALMIGHTY INTERNATIONAL	M. MD. FAIYAZ
3	AMMAI APPAR INDUSTRIES	VIGNESH RAVISHANKAR / PRABRAKARAN
4	ASIA APPARELS	R KANDEEPAN
5	CHENDUR INTERNATIONAL	S.SENTHILNATHAN
6	DAYANIDHI TEXTILE PVT. LTD.,	MR.ABHISHEK AHUJA
7	FALAH EXPORTS	SHAMSHER ALI
8	G.T. INDUSTRIES	B.A. SATTAR / NIAZ AHMED.
9	GLOBAL LEATHERS PRIVATE LIMITED	ANKITH NAWALGARIA
10	HABEEB HIDES	MR. MASOODUL HASSAN / MR. MOHAMMED NADEEM
11	HEIFER HIDES	ABDUR RASHEED P
12	HIDEA LEATHER WORKS	S S ASHWIN GIR / M.S. SEKAR / MEGNATH KARTHIK
13	IMAAN IMPEX	UVAIS
14	INTELIKRAFT IMPEX LLP	AMIT DASGUPTA
15	I & E GLOBAL	T S SATHYARAJ
16	JKM LEATHERS	N.KUMAR
17	K H EXPORTS INDIA PVT LTD	M. MOHAMED THAMEEM / MR. MOHAMED ASIF / MALACK ABDUL WAHAB / K V RAFEEQ AHMED / MALACK ZAKIR HUSSAIN / MALACK ASHRAF ALI / MALACK MOHAMED IBRAHIM / MALACK MOHAMED HASHIM /C.AZEEZ AHMED
18	KANCHAN VANIJYA PVT LTD	SAURABH GUPTA
19	KINGS INTERNATIONAL LTD,	TAJ ALAM
20	LEAYAN GLOBAL PVT. LTD.	MR. MANOJ KUMAR / MR.GULRZ USMANI / ANIL KUMAR KUSWAHA
21	MAX BREECHES	RAHUL AGRAWAL
22	MEGA LEATHERS	A.K.MURUGAN
23	MODEL TANNERS	SARTHAK KAPOOR
24	MILANO EXPORTS	JK LAMBA / Vipul Magan
25	NASER TANNING COMPANY	A.G.NASER AHMED / A.G.MOHAMMED ARSHAAN / M.ALTAF AHMED / ANEES AHMED
26	NUHA LEATHER	RIZWAN AHMED / RASHEED / ASHFAQ
27	ORION EXPORTS	SHAZEB QUREASHI
28	R.S.LEDERWAREN PVT LTD	RAJ SHEKHAR
29	ROJ LEATHER EXPORTS PVT LTD	MUNAVVAR C H
30	S.K.LEATHER CORPORATION	SRIRAM PRABHU R
31	SAMPADA LEATHERS	SARTHAK KAPOOR
32	SKIN N STITCH PVT LTD	NAFEES AHMED
33	SRI SHANMUGA PRIME TANNERY	R LOKESH / K. RAJENDRAN
34	SRINALA LEATHERS INDIAN PVT LTD	MR. LAMI GIANLUCA / MR. LAMI FEDERICO / MR.PIERACCIONI IACOPO / MR.K.S.ARUNACHALAM
35	SUPERHOUSE LIMITED	MOHAMMAD SHADAB
36	TARWAY EXPORTS PVT. LTD.	MAYANK TARWAY
37	V.A.S. NOORULLAH & CO	V. MOHAMMED ZAID
38	VERIZON WORLD	MOHAMED IMAM

39	FABRIKO TRADECORP	K VIKAS KUMAR
40	ASIATIC TRADING COMPANY	M.H. JIFFRY KASIM
41	NAVVA ENTERPRISES	ARUN CHAUDHAREY
42	TOP LASTS,	DEEPAH MANCHANDA
43	UNIDO	SYED MOHD
44	DOLLY INTERNATIONAL	I.J.SINGH
45	AFSHA INC	AFZAL AHMED / AMJED / SHAFEEQ / BASHEER
46	KAVIS FASHION	GULAM R. MASON / ABDUL
47	GAITONDE	ABDUR MUJAHID / AMIR
48	EXCEL GLOBAL	PERUMAL
49	KENZA TANNERS	MOHAMMED NAVEED
50	EKHM & SONS	A.I. MOHAMED LAHIR / MOHAMED LAHIR
51	OLYMPIC TANNERY	MICHAEL LIU
52	PERFECT FOOTWEAR	H. P. SINGH
53	KAREEMA LEATHER PRODUCTS	S.M. BAIG / IMRAN BAIG /
54	HAMEEDA LEATHER PRODUCT	AZHAR
55	SIMRAN EXPORTS	HARDEEP SINGH
56	BUTLER LEATHER	ZAFARUL ISLAM
57	DEVIRAM	A. RAMANATHAN
58	EXLO LEATHER	M. THANIGACHALAM
59	PAUL ADAMS	AMIT SIRVASTAVA /
60	HIJAZ LEATHER	P.MD.YOUSUF
61	NIKHATH INTERNATIONAL	SHAKEER AHMED

B2B Meetings were facilitated between the members who had pre-registered for the Meet and the international suppliers of raw material by matching the requirements of members as indicated by them in the Pre-Registration Form against the Raw Material being offered by the Participants.

B2B meetings in Session





International Suppliers Feedback

The 21 Overseas suppliers attended had stated that they had developed new contacts, new customers by this sourcing meet. Some of the suppliers had received concrete orders from the Indian importers. As per the feedback of the overseas suppliers, there were 128 one to one meetings held.

CLE Members Feedback

The Members informed that this is a great initiative of CLE and had great experience and would like to visit again next time. The Members stated that there were good number of international suppliers who discussed the business very frankly and also suggested that they would like to meet the European Suppliers also.

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