

## International Leather Goods Fair (ILGF), Kolkata March 15-17, 2013 Report

► The eighteenth edition of the International Leather Goods Fair (ILGF) was held in Kolkata from March 15-17, 2013 at the sprawling Milon Mela exhibition complex. The fair was organized by the Indian Trade Promotion Organisation (ITPO) in association with Council for Leather Exports (CLE) and Indian Leather Products Association (ILPA) supported by the Ministry of Commerce & Industry, Govt. of India. The eighteenth edition of ILGF was inaugurated on 15th March 2013 at 10:30 A.M. by Shri Rajendra K. Jalan, Chairman, CLE in the august presence of Shri Malay Shrivastava, I.A.S., Executive Director, ITPO, Shri R. Ramesh Kumar, I.A.S., Executive Director, CLE, Shri Tapan Nandi, Regional Chairman (ER), CLE, Shri Sankar Dawn, President, ILPA. Overseas delegates, prominent members from the leather industry, Press and Electronic media were also present during the inauguration.



*At the inauguration (from left to right): Shri Malay Srivastava, ED, ITPO; Shri Rajendra K. Jalan, Chairman, CLE; Shri Tapan Nandi, Regional Chairman (ER), CLE and Shri Ramesh Kumar, ED, CLE*

### Press Meet for ILGF 2013

In order to explain the salient features of the fair as well as disseminate information on the latest developments in the Leather Industry of Eastern Region, a Press Meet for the 18th ILGF 2013 was organized by ITPO on 13th March, 2013 at Hotel Golden Park, Kolkata.

Mr. Tapan Nandi, Regional Chairman (ER), CLE, Mr. Sankar Dawn, President, ILPA and Mr. Krishan Kumar, Manager, ITPO briefed the press about the details of 18th ILGF.

Speaking about export performance of leather goods sector, Mr. Tapan Nandi, Regional Chairman (ER), stated that the exports of leather goods from the ER was USD 565.98 Million USD during 2011-12, registering a robust growth of 30% compared to 2010-11. Further he said that the Eastern region alone accounts for a share of about 52% of India's total export value of leather goods in 2011-12.

Mr. Tapan Nandi, Regional Chairman also added that Eastern Region has registered a growth of 30% in export of leather goods as against the national growth of 27% in 2011-12. Mr. Nandi also briefed to the press that total export turnover of leather Industry during 2011-12 was

USD 4.86 Billion and share of eastern Region amounts to USD 644.30 Million. Some of the senior members from Press wanted to have details for Industrial Leather hand gloves and fashion gloves. To this Mr. Nandi said that more than 90% of Industrial Leather Hand gloves is exported from this part of India. However for Fashion gloves which is a value added product, the export from this region is almost NIL.

Mr. Krishan Kumar, Manager, ITPO explained to the senior journalists that this is the single most important international exhibition and buyer-seller meet in Eastern India. He also mentioned that on this occasion, important buyers of leather products have been invited by the Council for Leather Exports for one to one discussion with the Indian exporters exhibiting in the 18th ILGF.

Mr. Sankar Dawn, President, ILPA in his speech highlighted the dynamic role played by the Indian Leather Products Association in stepping up manufacturing activity and exports of leather products from Eastern India. He informed the press that this being the Silver Jubilee year for ILPA, a yearlong events, awareness programmes, technical sessions etc. are being organized. He also mentioned to the press that members of ILPA have taken great interest in participating in the 18th ILGF and also actively take part in the one to one dialogue with the importers invited by the CLE and buyer seller meet scheduled to be held on 15th and 16th of March 2013 coinciding with 18th ILGF. He also invited all the press personalities present to witness the gorgeous fashion show scheduled to be held on 16th evening to showcase the strengths of the leather industry.

In response to the queries of reporters at the end of Press Conference, Shri Tapan Nandi, Regional Chairman (ER) emphasized the need for improving road and port infrastructure in Eastern Region and also stressed for timely duty refunds and for enhanced credit delivery by banks.

### Exhibitors in ILGF 2013

56 exhibitors covering various product groups of the leather sector, machineries, chemicals, components, service providers participated in this unique exhibition dedicated to the production and export of leather and leather products. There were 25 exhibitors from the leather goods segment with an area of 438 sqr mtrs.



### SNAPSHOTS OF THE FAIR



*Shri Rajendra K. Jalan, Chairman, CLE interacting with a participant*



*From left to right : Shri Malay Srivastava, ED,ITPO ; Shri Rajendra K. Jalan, Chairman, CLE & Shri Tapan Nandi, Regional Chairman (ER), CLE at a booth*



*Shri Tapan Chattopadhyay, Regional Director (ER), CLE (right) interacting with Shri Ramjee Yogasundaram, Member SRC, CLE*



*From left to right : Shri R. Ramesh Kumar, ED,CLE ; Shri Rajendra K. Jalan, Chairman, CLE ; Shri Tapan Nandi, Regional Chairman (ER), CLE interacting with a participant*



*Shri R. Ramesh Kumar, ED,CLE with Shri Nari Kalwani, Member, COA, CLE*



### Visit of overseas buyers to ILGF 2013

Overall 21 buyers from USA, Dubai, Romania, New Zealand, Japan, Czech Republic, Hong Kong, Poland, Canada, Austria, South Africa, Germany, United Kingdom, Uzbekistan, Zimbabwe, Argentina visited the fair. They were invited by the Council for Leather Exports under Market Access Initiative Scheme of Department of Commerce & Industry, Govt. of India. Besides the above, many other overseas buyers visited ILGF 2013, a proof for the popularity it has already achieved in the International calendar of events.

### B2B Meetings with the Overseas buyers

The B2B meetings between the buyers invited by CLE and the exhibitors were held for two days on 15th and 16th March 2013. The objective of holding such B2B meetings was to explore possibilities of increasing the sourcing from India, establishing marketing tie ups, forming JVs etc. The buyers also got an opportunity to assess the capabilities of the Indian manufacturers-exporters by witnessing a wide range of products on display and also subsequent visits to the manufacturing facility of the exporters. As per the feedback received from the overseas buyers invited by the Council, spot business worth USD 367000 was generated and business worth USD 1855000 is expected to be generated in future.

### Visit of Shri J.K. Dadoo, IAS, Joint Secretary, Department of Commerce

Shri J.K. Dadoo, Jt. Secretary, Department of Commerce, Govt. of India visited ILGF 2013 on 16th March 2013. Shri J.K. Dadoo visited all the stalls in the fairground and interacted with the exhibitors to understand their ground problems and sought their suggestions for a quantum jump in exports. Besides, the JS also had discussions with the overseas buyers.

### Fashion Show and Export Performance Awards

On 16th March 2013, fashion show was organized by the Indian Leather Products Association (ILPA) at Royal Calcutta Golf Club, Kolkata. It was a grand evening to showcase the best designs and collections of leather handbags of exporters from Eastern Region. Besides Shri J.K. Dadoo, Jt. Secretary, Dept of Commerce, leather fraternities from Eastern Region, overseas buyers witnessed the fashion show. This being the Silver Jubilee year of ILPA, lucid presentation with an accent on leather goods depicting the various stages of growth and development of the leather industry in the region was shown. Top exporters from various product segments from Eastern Region for 2011-12 were awarded by the Indian Leather Products Association. The details of the award winners is given below.

Sl No.	AWARDEE	SEGMENT
1	M/s Oxford Tanners	Finished Leather
2	M/s Alpha Overseas International Pvt. Ltd.	Leather Garments
3	M/s Industrial Safety Products Pvt. Ltd.	Industrial Gloves

4	M/s G.A. Golli	Leather Footwear
5	M/s LBI Manufactory Pvt. Ltd.	Leather Goods
6	M/s Classic International	Footwear Components
6	M/s Shivmani Exports Pvt. Ltd.	Best Stall
7	M/s D2 International	Best Collection

Thereafter the walk of the models on the ramp with the latest styles and colours of handbags made the evening special and memorable.



### Meetings during ILGF 2013:

#### A. Presentation Meeting with Riva del Garda Fierecongressi

On 15th March 2013 a presentation meeting was held at Hotel ITC Sonar Bangla on the 3rd edition of Expo Riva Schuh India Fair. Mr. Rajendra Kumar Jalan, Chairman, CLE initiated the discussion by extending a warm welcome to the officials from the Riva del Garda Fierecongressi. As some of the exporters felt that the Expo Riva Fair is for shoes and accessories, he has requested that the exporters in the

Eastern Region should also participate in this very popular fair scheduled to be held in Delhi to understand the global trend and to penetrate deep into the European market.

Mr. Malay Shrivastava, I.A.S., ED, ITPO and Mr. R. Ramesh Kumar, I.A.S., ED, CLE, Mr. Tapan Nandi, Regional Chairman (ER), CLE, Mr. Sankar Dawn, President, ILPA and prominent members from the Region were also present in the meeting. Ms. Carla Costa official from Riva del Garda Fierecongressi gave a detailed presentation about the Expo Riva Schuh India Fair scheduled to be held in Pragati Maidan, New Delhi during July 4-6, 2013. She said that the past two editions had witnessed increase in terms of number of companies participated and huge footfalls signifying the growing popularity of the fair in New Delhi. Mr. Giovanni Laezza, General Manager, Riva del Garda Fierecongressi was also present during the presentation. The presentation meeting was followed by an interaction session with the Riva del Garda, New Delhi during which many of the queries were clarified. Ms. Carla Costa also confirmed that those who register exclusively from the leather goods sector will get 10% discount. On being requested by the exporters, Chairman, CLE agreed to talk to Ms. Carla for more discount in stall rent for the leather goods participants. The meeting concluded with a Vote of Thanks by Mr. Tapan Nandi, Regional Chairman, CLE, ER.



*A view of attendees*



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



*Shri Malay Srivastava, Executive Director, ITPO speaking on the occasion*



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



*Ms. Carla Costa, official of Riva Del Garda Fiere Congressi speaking during the seminar*

**B. Presentation on Investment Opportunities in Ethiopia**

On the second day of the 18th ILGF, a presentation was organized by CLE in association with the Embassy of the Federal Democratic Republic of Ethiopia. Mr. Henok Asnake, Second Secretary (Business) and Mr. Woldu Legesse, Director General, Ethiopian Leather Institute attended the presentation. Mr. Tapan Nandi, Regional Chairman (ER), CLE, Mr. Sankar Dawn, President, ILPA and other prominent members from the Region also graced the occasion.



*Mr. Tapan Nandi, Regional Chairman (ER) speaking on the occasion*



*Mr. Sankar Dawn, President, ILPA speaking on the occasion*



*A view of participants*

Mr. Woldu Legesse, Director General, Ethiopian Leather Institute gave an exhaustive presentation on the prospects and possibilities of investment and import of finished leather from Ethiopia. He told that investment in leather sector is quite promising and given the Ethiopian Govt.'s encouragement, favourable tax policies, disciplined and hard working work force and also general good climate should lure Indian entrepreneurs to come to Ethiopia and invest in good measure. It was also mentioned that value added products from Ethiopia will enjoy duty free import in USA and EU. He further added that Govt. of Ethiopia offers 2 to 7 years tax holiday based on the size of the investment. He explained that already some of the Indian exporters have started operations from Ethiopia and their experience is quite encouraging.



*Mr. Woldu Legesse, Director General, Ethiopian Leather Institute making the presentation*

In response to queries from exporters present in the meeting, Mr. Woldu Legesse confirmed that there is no double taxation avoidance agreement with India, but leading African financial Institutions and commercial banks from Ethiopia are in dialogue with Export-Import bank of India for extension of line of credit to Ethiopia. Members also enquired whether ready built factory sheds are available for setting up tanneries in Ethiopia. To this Mr. Woldu Legesse said that only land is available at most moderate rate and also there is no problem for procurement of more land for expansion. The programme concluded with a vote of thanks by Shri Sankar Dawn, President, ILPA.

**Conclusion**

ILGF 2013 concluded on 17th March 2013. The feedback from both exhibitors and overseas delegates was encouraging. They were all very excited about the future growth of the industry. It is foreseen that the 19th ILGF will be bigger and will offer greater opportunities to both the exhibitors and visiting guests from various overseas countries in expanding their business horizons.