



INDO – US BILATERAL PARTNERSHIP: NEW OPPORTUNITIES: INNOVATIVE PRODUCTS: B2B 2ND, 3RD & 4TH SEPTEMBER, 2021 POST WEBINAR EVENT REPORT ON TEXTILES

INAUGURAL SESSION

IACC Textile Forum organized an exploratory Webinar on Textiles: “Indo - US Bilateral Partnership: Focused Sector: Textiles: New Opportunities: Innovative Products: B2B” on 2nd, 3rd, 4th September 2021, 06.30 p.m. – 09.00 pm.

Inaugural Session was addressed by eminent speakers from the industry. Opening Remarks was made by **Mr. Pankaj Bohra**, Regional President, IACC, WIC; Thematic remarks was delivered by **Mr. Suresh Kotak**, Chief Mentor, IACC Textile Forum; Introductory Remarks was done by **Mr. Harit Mehta**, Chairman, IACC Textile Forum, Special Address by **Mr. Purnachandra Rao**, National President, IACC and Keynote Address by **Mr. R D Udeshi**, President, Polyester Chain, Reliance Industries Ltd.

IACC has resolved to focus on Textiles as one of the major items and has decided to work resolutely to achieve the target of USD 100 billion collaborative business in textiles. The business intended also takes into account Investments, Collaborative Research and adding dimensions by operationalizing a wide spectrum of textile, which has recently many new innovative textile areas opened.

The IACC Textile forum works to create a favorable trade equation for both India & the USA textile supply chains. Many Indian companies have seen successful business relations with the US for selling to US Buyers and buying from US sellers.

With renewed interest as US diversifies its sourcing, this is opportune time for both countries to strengthen their engagement easily and directly. The common language, respect of law and ease of business is highlighted.

The forum aims at identifying opportunities in the many unexplored segments of textiles and promotes joint investments, to create a bilateral trade environment on both sides and gather stakeholder’s response in exploring various untapped areas of textiles.

DAY 1:

PANEL I	PANEL II	PANEL III	PANEL IV
Fabrics from USA	Garment Business from India to USA	Specialty Yarns & Recycled Yarns for Bilateral Trade	Special Textiles for Bilateral Trade

Fabrics from USA: The esteemed panellists for the session were **Mr. Nikunj Bagdia**, Managing Director, Ken Enterprises Private, Limited; **Dr. P R Roy**, Chairman, Diagonal Consulting (India); **Mr. Prem Malik**, Vice Chairman, NSL Ltd as a **(Moderator)**

Top 3 products that India can sell to US were:

- Denim and jute denims has huge potentiality in USA
- High quality cotton textiles (linen) and non-woven has to be given major push
- Polyester denim has got huge importance
- Voils is already been exported to Middle East so India can export to USA
- Upholstery and curtain fabric India is very good at and can be exported to USA

Top 3 products that India needs to develop so that USA can source from India

- Coated fabrics has got huge demand for USA, so India can develop
- Viscose Staple fiber (VSF)
- Polyester fabric
- Manmade fiber (Sports and swim wear)
- Weather proof fabric (bleach form) has got huge opportunity

Unique Advantage for India and what does India need to look from USA and How can India meet USA needs in Textiles:

- Silk has got good scope in USA (but the demand for silk is reducing at USA, so India need to re-evaluate its product)
- India can look for technology and design part
- India can try and develop technical textile segment and meet USA demand
- Joint collaboration (India & USA) would be important
- Diversify business and vendor base
- India can provide good boutique

Garment Business from India to USA: **Mr. Ashok Raman**, Sr. VP, Shahi Exports; **Ms. Chandrima Chatterjee**, Advisor, APEPC; **Mr Suresh Balram**, Ex Ralph Lauren & Tommy Hilfiger, **Mr. Harit Mehta**, Chairman, IACC, Textile Forum & Haren Textiles P Ltd (**Moderator**)

Top 3 products that India can sell to US were:

- Cotton polyester fabric
- Knitted t-shirts, knitted babies garments, woven men shirts
- Outer wear (sportswear and jackets)
- athleisure

Top 3 products that India needs to develop so that USA can source from India:

- India can focus on synthetics and nylon
- Cotton and yarn products which is widely used in USA
- Spandex
- Denim fabrics need more focus in India (laundry and design needs more focus)

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- Chambers and Embassy can provide linkage with USA market
- India can meet USA sustainability challenges in order to meet needs
- Every company has unique strength and provide end to end customer needs
- In 2019 Apparel market in USA (83 billion) , so India has got huge scope and with decline in China's share

Specialty Yarns & Recycled Yarns for Bilateral Trade: **Mr. Makarand Kulkarni**, CEO, Polygenta Technologies Ltd., **Mr. Pravin Gogia**, VP, Exports, Garware Wall Ropes Limited, **Mr. Bhadresh Dodhia**, Director Dodhia Group & Vice Chairman, SRTEPC, **Mr. Sharad Tandon**, Advisor, IACC Textile Forum, (**Moderator**)

Top 3 products that India can sell to US were:

- Recycled textured yarns (micro and fine dere products), recycle chips to convert in to yarns, high tenacity, recycled yarns

Top 3 products that India needs to develop so that US can source from India

- Performance wear
- Textile chemicals

Unique Advantage for India and what does India need to look from US and how can India meet USA needs in Textiles:

- Transparency is important while doing with USA
- Branding
- Customized solution is very important in doing business with USA

Special Textiles for Bilateral Trade: **Mr. Prashant Mohota**, Managing Director GIMATex Industries Pt. Ltd, **Ms. Smita Yeole**, Managing Director, Oriental Mills Ltd, **Mr. M K Talukdar**, Advisor, Kusumgar Corporates, **Mr. Sharad Tandon**, Advisor, IACC Textile Forum & CEO, Standon Consulting (**Moderator**)

Top 3 products that India can sell to US were:

- Parachute fabrics, coated &
- Laminated fabrics including wind cheaters
- Geo textiles, geogrid

Top 3 products that India needs to develop so that USA can source from India

- Cotton seed

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- Technology has got huge role to play if India needs to
- India needs to develop competitiveness
- Delivery schedule has to be well on time
- India govt. should open more room for R& D on cotton seed

DAY 2

PANEL 1	PANEL 2	PANEL 3	PANEL 4
Sports Textiles for Bilateral Trade	Organic Textiles & Recycled Yarns for Bilateral Trade	Technical Textiles & India's ability for Bilateral Trade	Home Textiles and India's ability for Bilateral Trade

Sports Textiles for Bilateral Trade: Mr. Avinash Mayekar, MD & CEO, Suvin Advisors Pvt. Ltd (Moderator), Mr. Raj Kumar Agarwal, MD, SVG Fashions, Mr. Mukul Verma, Director, Savi International

Top 3 products that India can sell to US were:

- Polyester and athleisure fabrics
- Sport textiles has got huge scope as the fitness level of people have gone up

Top 3 products that India needs to develop so that USA can source from India

- Garments with high end spandex material is lacking by India. This is the area where India can collaborate
- Nylon needs to be focus

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- Digital printing is the area where India can get help from USA
- India can meet USA needs
- Textiles is going to be main focus for India in terms of export
- Sustainability is the prime focus
- Buyer is the key element
- Technology is the key, collaboration in ro and nano- membranes, recycled polyester

Organic Textiles & Recycled Yarns for Bilateral Trade: Mr. Ganesh Kasekar, South Asia Representative Global Organic Textile Standard, Mr. R S Baalagurunathan, Managing Director, Anandi Enterprises, Mr. Manoj Kumar Patodia, Chairman, Texprocil, Mr. Narayanswamy, General Manager, Arm Strong Mills Ltd.

Top 3 products that India can sell to US were:

- Organic baby wear, men's t-shirt, organic home furnishing
- Sustainable fibers has huge scope in USA, Banana fibre, organic textiles, wellness products
- Bed linen and bath products
- We can identify the product is organic through its traceability (pack)
- To organic cotton a process to be followed
- Standard can be identified through GOTS label

Top 3 products that India needs to develop so that USA can source from India

- Wellness product has got huge scope in USA
- Organic textile business got big market in USA

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- India is quite strong in Cotton, India can meet US needs
- India needs attention in developing MMF
- Extra-long staple fiber is imported from USA, so India can do better in this segment

Technical Textiles & India's ability for Bilateral Trade: Mr. Mohan Kavrie, Chairman Supreme Group, Mr. Pramod Ku. Khosla, Chairman & MD, Khosla Profil Pvt. Ltd, Mr. Cherian Kenneth Thomas, CEO, Advanced Textiles, Welspun India Limited, Mr. Mohit Raina, Managing Director, Raina Industries Ltd. (Moderator)

Top 3 products that India can sell to US were:

- Geo textiles, indutech and packtech has got huge scope for India to export to US

- Hygiene products where India is already doing good at USA
- Automotive and carriage has got huge scope in USA market

Top 3 products that India needs to develop so that USA can source from India

- Meditech
- Woventech composites
- Protech these three products which India can look from USA

One Sentence speech for USA buyer in Technical textiles:

- We understand each other (Mohan Kavrie)
- The difference is in the fabric (Pramod Khosla)
- Intellectual Capital is the key for Indian Textile (Cherian Thomas)

Home Textiles and India's ability for Bilateral Trade: **Mr. Updeep Singh**, President & CEO, Sutlej Textiles and Industries Ltd, **Mr. K K Lalpuria**, ED & CEO, Indo Count Ind. Ltd, **Mr. Amit Ruparelia**, Partner, Trend Setter, **Mr. D R Mehta**, Ex-CMD, NTC Ltd., (Moderator)

Top 3 products that India can sell to US were:

- Fashion bedding
- Living room textiles upholstery
- Bed and Bath linen is widely accepted product in USA

Top 3 products that India needs to develop so that USA can source from India:

- Bed and Bath is the product that USA can source from India
- MMF can be developed in India (Carpet can be one of the focus)
- Sleeping bags, outdoor living has got huge opportunity in India

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- India should have design studios in the USA and hire Americans
- Bed and Bath is the requirement which India can fulfil USA needs
- India should develop R&D facilities
- Comfort should be the key (moisture management, luxury feeling)

DAY 3:

PANEL 1	PANEL 2	PANEL 3
Textile Machinery and Equipment	Dyes and Chemicals for Bilateral Trade	USA State Representation

Textile Machinery and Equipment: **Mr. Gurudas Vishwas Aras**, Ex- Director, ATE Enterprises Private Limited, **Mr. Chip Coker**, Managing Partner & Founder, Coker & Associates, South Carolina, **Mr. Sanjiv Lathia**, Managing Director, Lathia Rubber Manufacturing Co. Pvt. Ltd, **Ms. Amoli Shah**, Director, Prashant Group, (Moderator)

Top 3 products that India can sell to US were:

- Spinning Industry is doing well in India (technology is the key, it's more or less better or equal to European countries)
- US Textile machinery is more centred around dyeing and finishing
- Digital printing very good scope in USA
- Ginning machine has got huge scope in US

Top 3 products that India needs to develop so that USA can source from India:

- Knitting Industry is growing in USA, India can focus developing knitting industry
- Technical textile machinery is growing in USA and India can do well

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- India can take help from USA in terms of technology collaboration
- India can open up office in USA, because US needs consulting

- Joint venture can prove to be successful in terms of forging strong collaboration between the two countries

Dyes and Chemicals for Bilateral Trade: **Mr. Anjani Prasad**, Managing Director, Archroma India, **Mr. Prakash Saraf**, MD, Saraf Chemicals Pvt. Ltd, **Mr. Sunil Chari**, MD & Co-Founder, Rossari Biotech Limited

Top 3 products that India can sell to US were:

- Anti-microbial, flame retardant, durable water repellent
- Silicon fluids, acrylic polymers
- Natural dyes, monomers

Top 3 products that India needs from USA:

- Monomers, rising chemistry, nylon products
- Silicon, DuPont's, petrochemicals, waxes

Unique Advantage for India and what does India need to look from USA and how can India meet USA needs in Textiles:

- 3-D printing is going to be big future (India can do well)
- Bio-degradable polymers
- Protective wear, mask
- Silicon fluids could be an area of collaboration
- Tie up in textile chemicals

USA State Representation:

Mr. Rahul Padmanabha, Rahul Padmanabha, Director of Investments, EDPNC, India office

- NC is the 9th largest state in the nation by population.
- NC has the 11th largest GDP in the nation, and about the 31st largest in the world.
- 139,390 square kilometers is 53,819 square miles. NC is slightly larger than the country of England.
- With 4.9 million people, NC has the 8th largest labor force in the US. Top states for labor including the following, in this order: CA, TX, FL, NY, IL, PA, OH, NC, GA and MI.
- With over 475,000 manufacturing employees, NC has the largest manufacturing workforce in the Southeast US, and the 9th largest manufacturing workforce in the nation. The top states in the US for manufacturing jobs include the following, in this order: CA, TX, OH, MI, IL, PA, IN, WI, NC, NY, GA, FL and TN.
- NA ranks 13th in the nation for total number of engineers. Our state's engineering workforce has grown 19% from 2014-2018 (the second-highest percentage increase in employment in the nation over this time period). Only MI surpassed our growth in engineers, with 20% growth from 2014-2018.

Ms. Richa Bhandari, Deputy Director, South Carolina Department of Commerce:

- Port of Charleston is the most efficient open water port on the Eastern Seaboard
- 13 of the 15 top container lines call on the Port of Charleston Two class-1 railroads and two inland port facilities within the state enhance speed to market
- More than 172,000 rail lifts at Inland Ports Greer and Dillion More than 199,000 vehicles handled annually at Port of Charleston Access to 2 international airports with daily direct flights to Europe and Asia Price of gasol
- Foreign Direct Investment Announced 2011-present: • \$18.8 billion in capital investment • 48,000+ new jobs • 35 countries represented As a result: • More than 1,200 operations of international firms employ 158,000 workers in South Carolina

The Program ended with Vote of thanks to IACC Textile Forum members to Mr. Suresh Kotak as Mentor; Mr. Harit Mehta, Chairman, Mr. Sharad Tandon, Advisor, Mr. Pankaj Bohra, Regional President, IACC, WIC and to our Sponsor Partners, Sutlej Textiles and Industries Limited, Welspun India Limited, Colorant Ind. Ltd, Indo Count Industries Limited, to the IACC Team and Media Partners, Textile Excellence, Textile Value Chain, The Yarn Bazaar and Textile Mirror.

For More Details on IACC Textile Forum (Pls write to us at: textileforum@iaccindia.com)

Also sign up for our database: <https://bit.ly/3D2ExOA>

IACC TEXTILE WEBINAR



The banner features the IACC logo at the top center, flanked by the Indian and US flags. The central text reads: 'Indo – US Bilateral Partnership', 'New Opportunities: Innovative Products: B2B', 'Focused Sector: Textiles', and '2nd, 3rd & 4th September, 2021'. On the left, under the Indian flag, are logos for Silver Partner NESTERRA and Corporate Partner COLORANT. On the right, under the US flag, are logos for Silver Partner WELSPUN INDIA, Corporate Partner INDO COUNT, and Media Partner TEXTILE VALUE CHAIN and टेक्सटाइल मिरर.

IACC
Apex Bilateral Chamber for India-US business

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Indo – US Bilateral Partnership
New Opportunities: Innovative Products: B2B
Focused Sector: Textiles
2nd, 3rd & 4th September, 2021

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