

REPORT ON 15th INTERNATIONAL LEATHER GOODS FAIR, KOLKATA, FEBRUARY 19-21, 2010

▶ The fifteenth edition of the International Leather Goods Fair (ILGF) has been concluded successfully on 21st February 2010 at Netaji Indoor Stadium.

The fair was organized by India Trade Promotion Organisation (ITPO) in collaboration with Council for Leather Exports (CLE), Indian Leather Products Association (ILPA) and supported by Government of West Bengal.

Press Meet

In order to explain the salient features of the fair as well as disseminate information on latest development in the Leather Industry of Eastern Region like every year, a Press Meet for 15th ILGF 2010 was organized by ITPO on 18th February 2010.

Dr. Subas Pani, CMD, ITPO; Dr. Sabyasachi Sen, Principal Secretary, Govt. of West Bengal; Mr. Paresh Rajda, Regional Chairman (ER), CLE; Mr. Darshansingh Sabharwal, President ILPA and Shri K.C. Rout, General Manager, ITPO participated in the Press Meet.



View of the dias at Press Meet (From L to R) Mr. K.C. Rout, General Manager, ITPO, Dr. Sabyasachi Sen, Principal Secretary, Dept. of Commerce & Industries, Govt. of West Bengal; Dr. Subas Pani, CMD, ITPO, Mr. Paresh Rajda, Regional Chairman (ER); CLE, Mr. Darshan Singh Sabharwal, President, ILPA

Dr. Subas Pani, CMD, ITPO said that ILGF holds a special status among all three leather fairs held in the country by ITPO, which aims to boost-up export of Leather Goods from Eastern Region, as majority of Leather Goods items are exported from this region of India.

Speaking on the occasion, Mr. Paresh Rajda, Regional Chairman (ER), CLE explained about the export performance as well as recent developments in the leather sector of Eastern Region. He conveyed his satisfaction on the increase in participation especially of the leather goods exporters.

Few journalists and exporters urged Dr. Sabyasachi Sen, Principal Secretary, Govt. of West Bengal, for the development of a world class fair ground in association with ITPO. Replying to this Dr. Sen said that State Government would be willing, if a concrete joint proposal would come from ITPO, ILPA, as well as other trade associations of this region.

Inauguration of ILGF 2010

The fair was inaugurated in Netaji Indoor Stadium, Kolkata, by Dr. Subas Pani, IAS, CMD, ITPO along with Dr. Sabyasachi Sen, IAS, Principal Secretary, Commerce and Industry Department, Government of West Bengal, Mr. Ali Ahmed Khan, Executive Director, CLE; Mr. Darshan Singh Sabharwal, President ILPA, Senior Government Officials, Press & Electronic Media, Overseas Delegates and participants etc.



Cutting of the ribbon during the inauguration of the fair by Dr. Sabyasachi Sen (extreme left) Principal Secretary, Dept. of Commerce & Industries, Govt. of West Bengal and Dr. Subas Pani, CMD, ITPO (right). Also seen in the picture (From L to R) Mr. Nari Kalwani, Former Vice Chairman, CLE; Dr. A.B. Mandal, Director, CLRI; Mr. Ali Ahmed Khan, Executive Director, CLE, and Mr. Tapan Nandi, Convenor-Leather Goods Panel, CLE.



Mr. Tapan Nandi, Convenor-Leather Goods Panel, CLE lighting the lamp during inauguration of the fair. Also seen in the picture (From L to R) Dr. A.B. Mandal, Director, CLRI; Mr. A.K. Chatterjee, Convenor-Leather Gloves Panel, CLE; Mr. Ali Ahmed Khan, Executive Director, CLE; Mr. Satyabrata Mukhopadhyaya, immediate Past President, ILPA and Dr. Subas Pani, CMD, ITPO.



Dr. Sabyasachi Sen (centre), Principal Secretary, Dept. of Commerce & Industries, Govt. of West Bengal speaking during the inauguration of the fair. Also seen in the picture (From L to R) Mr. Tapan Nandi, Convenor-Leather Goods Panel, CLE; Mr. Ali Ahmed Khan, Executive Director, CLE and Dr. Subas Pani, CMD, ITPO.

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Visit of overseas buyers to ILGF

The Council has been inviting the buyers from major importing countries as well as potential markets of the world in order to provide a platform to the Indian exporters to develop business tie-ups, which enhance their exports, ultimately. The Ministry of Commerce and Industry, Government of India provides financial support for inviting overseas buyers under Market Access Initiative Scheme (MAIS). The main objective of invitation of Overseas Buyers/Delegates to visit India is to portray the current development taking place in the Indian Leather Goods sector, witness the capabilities of Indian leather industry, and find the prospects, potential and investment opportunities available in India, to facilitate business contracts with Indian manufacturers/exporters of leather products and explore the possibilities of establishing joint ventures and business collaborations. The Council invited 24 overseas

buyers/importers from Australia, Canada, Denmark, Greece, Italy, Japan, New Zealand, Romania, Spain, UK and Vietnam to ILGF 2010.

During the visit of the overseas buyers/importers, the Council organized B2B meetings between 37 Indian exporters and overseas buyers on 19th and 20th February 2010 in association with Freya. The B2B meetings were organized with purpose of exploring the possibilities for sourcing from India, establishing marketing tie-ups and having business collaborations with Indian exporters. These B2B meetings were fruitful in establishing business collaborations Indian Leather Industry. Few overseas buyers also visited the factories of participant exporters to witness the manufacturing facilities available in Indian Leather Industry. As per the feedback received from ITPO business worth Rs.15 crores were under negotiation along with few spot orders.

List of Overseas Buyers who attended ILGF 2010

Sl.No	Name	Country	Company
1	FILIPPO TASSI	ITALY	AGITALIA DI FILIPPO
2	OFER OR	AUSTRALIA	ORAN LEATHER
3	RODNEY CHALMERS	CANADA	IGI CANADA
4	CONSTANTIN CHESCULESCU	ROMANIA	RAPEL BIZ ROMANIA
5	MICHAEL GEOFFREY ABBATT	UK	CAT WALK COLLECTION HANDBAG CO
6	LAZAR MANAVALAN	USA	INTERCONTINENTAL LEATHER IND
7	MATTHEW HASELWOOD	UK	MUDD UK
8	INDERA JEET DHILLON	CANADA	AUSLINI INC
9	ANTONIS DIMOU	GREECE	M/S ANTONIS DIMOU
10	LE QUOC VIET	VIETNAM	LE QUOC COMPANY
11	FINTIKAKI VARVARA	GREECE	FAN-MYRSINI FINTIKAKI
12	PIA NIELSEN	DENMARK	MUNIC
13	CARSTEN FLEMING ROSENVOLD	DENMARK	C ROSENVOLD
14	JOHN J SPIZZIRRI	USA	WESTPORT CORPORATION
15	BALRAM NALLURI	USA	PAM CORPORATION
16	AJAY CHOPRA	SINGAPORE	ALL TRENDS RTE LTD
17	AKIO YOSHITSURU	JAPAN	GAJUMARU TRADING C LTD
18	ALLAN BARRY MACK	UK	DOMINIQUE BAG COMPANY
19	JANETTE FAULKNER	UK	MALA LEATHER
20	MANUEL JESUS GALLARDO BARCO	SPAIN	MANUEL J GALLARDO,S,L
21	FRANK ARNHEIM	AUSTRALIA	GABEE PRODUCTS
22	MONIQUE ARNHEIM	AUSTRALIA	MONIQUE HANDBAGS & ACCESSORIES
23	JACQUELINE WALKER	NEW ZEALAND	KALI DESIGNS
24	K BAGGA	UK	FIRELOG CO LTD

Dinner hosted by CMD, ITPO

A Dinner was hosted by CMD, ITPO for the international buyers as well as the exhibitors at the Fair. A cultural evening was organized in association with Eastern Zonal Cultural Centre at the Salt Lake on the first day of the fair. The show included different dance forms and music from the Eastern Region. The cultural show was appreciated by all including the overseas visitors.

CLE's Information Booth

The Council had its Information Booth cum Publication Stall which was taken care by CLE Staff. The newly released

Members Directory 2010, Facts and Figures 2008-09, Monthly Magazine Leather News India February '10 along with importers database CDs were displayed in the booth for sale. Several enquiries were made with regard to the publications of the Council which were attended to.

Exhibitors at ILGF 2010

Sixty Seven leading exporters/manufacturers of leather goods and allied products, machineries etc. took part in this fair, which includes fifty exhibitors of exclusive small leather goods. It was quite encouraging to note that 36 Overseas Buyers from USA, UK, Italy, Spain, Canada, Australia, Nepal,

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Japan, Singapore, Denmark, Greece, Nigeria and Germany visited the fair.

Display Products

Handbags, wallets, purses, portfolios, rucksacks, briefcases, belts, travel wares, cardholders, jackets, key chains, folders, passport holders, hand gloves, industrial gloves, finished leather, lining leathers, footwear and footwear components, sewing machines and attachments, webbing tapes, elastic tapes, adhesives, buffing machine, polishing machines, belt making machines, hydraulic embossing machines, drying machines, pressing machine and stap cutting machine, folding and creasing machines, gluing machines, hammering and pipe forming machines were on display in the fair.

Fashion Show and Export Performance Awards

On the second day of the fair i.e. on 20th February '10 a fashion show was organized by Indian Leather Products Association (ILPA) at Hotel ITC Sonar Bangla. It was a grand evening and was witnessed by dignitaries like Mr. Sanjay Leekha, Vice-Chairman, CLE; Mr. R.K. Malik, Director, Dept. of Industrial Policy and Promotion, Govt. of India; Mr. Sanjay Thade, Director, Dept. of Industrial Policy and Promotion and Mr. Ali Ahmed Khan, ED, CLE. Mr. Darshan Singh Sabharwal, President, ILPA welcomed all the guests and the industry members. Industry Members of Eastern Region were awarded by ILPA for their outstanding export performance for the year 2008-09. The details of awards are as under:

Sl.No.	AWARDEE	SEGMENT
1.	Mr. Wakil Ahmed Proprietor-Planet Inc	Finished Leather
2..	Mr. Ashish B. Agrwal Director-Alpha Overseas International Pvt.Ltd.	Leather Garments
3.	Mr. Gopal Kumar Naredi Director-Industrial Safety Products Pvt.Ltd.	Special Award for achieving Rs.100 crores export turnover in year 2008-09
4.	Mr. Gopal Kumar Naredi Director-Industrial Safety Products Pvt.Ltd.	Industrial Gloves
5.	Mr. Anil Kumar Poddar Director-Classic International	Leather Footwear
6.	Mr. Pradip Kumar Bothra Director-Creative Ltd.	Leather Goods
7.	Mr. Tapan Nandi Director-Munai's Creation	ASIAN LEATHER Trophy for Best Episode
8.	Mr. S.S. Sawhney Director-IGT Exports Ltd. (Founder President, ILPA)	Life Time Award
9.	Mr. Darshan Singh Sabharwal Director-Shivmani Exports Pvt.Ltd.	Best Stall-ILGF 2010
10.	Mr. Sunil Bansal Proprietor-Lexus Exports	Best Collection-ILGF 2010

Besides the above awards, Mr. Sanjay Leekha, Vice-Chairman, CLE, Mr. Nari Kalwani, Former Vice Chairman, CLE and Mr. Ali Ahmed Khan Executive Director, CLE were felicitated by ILPA for their contribution to leather industry of Eastern Region.

The fashion show witnessed model walking on the ramp, flaunting trendy leather accessories and handbags. The annual fashion show is aimed at growing the customer base for West Bengal's leather business. The basic purpose of the show is to showcase high quality and innovative leather products to the overseas buyers.

The fashion show organized by ILPA witnessed an overwhelming response from the industry members, overseas delegates as well as guests.

Seminar

A seminar was organized by CLE on Social Changes and Fashion Trends: A look at the world of consumers, fashion directions and accessories' trends during the fair. The speaker was Ms. Barbara Guarducci, an expert from Italy. She has a wide experience of working with some of the reputed brands of the world and also in training, design, product development etc. Mr. A.K. Chatterjee, COA Member, CLE welcomed the participants and speaker for joining in the seminar. In his welcome address he spoke on the background of the speaker and requested participants to take advantage from her expertise. In his keynote address, Mr. Tapan Nandi, Convenor-Leather Goods Panel, also emphasized about the wide experience of Ms. Barbara Guarducci.



View of the dias (From L to R) Mr. A.K.Chatterjee, COA Member, CLE; Mr. Tapan Nandi, Convenor-Leather Goods Panel, CLE and Ms.Barbara Guarducci.



A buyer visiting a stall.



Ms.Barbara Guarducci giving her Presentation

This was followed with the presentation by Ms.Barbara Guarducci. She spoke on the changing society and also regarding the shift of the power from the West to East. She then highlighted regarding the various dynamics of the fashion like the green challenges & the importance of the accessories part of the fashion. This was followed by the future trends in colours etc.

The programme ended with an interesting question-answer session during which Mr.Tapan Nandi, Convenor-Leather Goods Panel, CLE also gave his inputs regarding the trends.



(from R to L) Dr. Subas Pani, IAS, CMD, ITPO; Dr. Sabyasachi Sen, IAS, Principal Secretary, Dept. of Commerce & Industries, Govt. of West Bengal visiting a stall. Also seen in the picture is Mr. Darshan Singh Sabharwal, President, ILPA (extreme left)



A buyer in one of the stall.

Comments & Views of Participants

Mr.Gagandeep Singh, Director, Walson Exports Pvt.Ltd. said he has been participating in the ILGF starting from the 1st edition of the fair. He was quite happy about the business generation made by his firm in the fair.

Speaking on the ILGF, Mr.Md.Arshad, Director of Paramount Exim Pvt.Ltd. said that he was quite hopeful about execution of export orders in coming months, as he has received good number of enquiries from the overseas buyers.

Mr.Adhar Sahaney, Director, Grace Craft Pvt.Ltd –“It’s a successful fair..” Mr,Nadeem Sarwar, Proprietor, Nadeem Impex-“Visitorship is excellent and hopeful about the future”

Conclusion

This fair has witnessed substantial growth over previous edition of ILGF. The response of overseas buyers/delegation and exhibitors are remarkably high, as they are foreseeing the huge potential for their products and expecting prospective buyers in future.

Considering the success of the 15th ILGF 2010, it is proposed to give more focus on value added products in the future edition of fair.