

**17<sup>th</sup> Delhi International Leather Fair**  
**October 23 – 25, 2009**

**POST FAIR REPORT**

**COMPILED BY**  
**COUNCIL FOR LEATHER EXPORTS**

# CONTENTS

<b>Subject</b>	<b>Page No.</b>
Message from Chairman, CLE	03
Preface	04
About the fair	05
Participation fee for DILF 2009	07
Programmes during DILF 2009	08
Post Fair Report	10
Concurrent Events	15
Theme Pavilion	20
Details of Overseas Buyers, Journalists and Resource Persons who visited DILF 2009	21
Upcoming Leather Fairs in India	24
CLE offices	25



## MESSAGE

The Indian Leather Sector has come a long way in deed, from being an exporter of raw materials, to one of the major suppliers of value added leather products and footwear. In tune with this shift in stature of the Indian Leather Industry, the focus on recently held Delhi International Leather Fair 2009 was on showcasing more value added finished products, so as to present the wide range of high quality products to the domestic and overseas business visitors. Thus, DILF 2009 witnessed the participation of not only major Indian brands but also other leading Indian suppliers to brands who have made a mark in the international market.

As overseas buyers and manufacturers are now looking to India as a reliable partner with goods market prospects, we need to fine tune the display range of our leather fairs also by presenting more and more value added finished products, besides other items like raw materials, components, accessories etc., This will definitely result in increased participation of exhibitors and business visitors in Indian fairs in the coming years.

The Council is bringing out this comprehensive report on an Indian Leather Fair i.e. on DILF 2009 so as to present a complete picture on the fair and the transformation the fair has undergone in recent years and to evince a general interest among members on the business prospects in Indian fairs. I hope that the information in this report will be useful.

**Habib Hussain**  
**Chairman**  
**Council for Leather Exports**



## PREFACE

The Council has been providing updated information on major leather fairs held in India and abroad to the members from time to time, through publication of previews and post show reports of such fairs in our monthly magazine LEATHERS. The post show reports of such fairs are also being hosted in the Council's website [www.leatherindia.org](http://www.leatherindia.org), for the immediate reference of members.

As members are aware, the leather fairs held in India are getting increased attention not only among manufacturers and buyers in India but also in abroad, due to the ever growing market for leather and leather products in India. India now is seen not only as a major and reliable exporter of value added leather products and footwear, but also as a major market for such items.

With such increased attention on Indian fairs, the Council felt that it would be appropriate to bring out a comprehensive publication focusing on a particular leather fair held in India, which will serve as a useful reference guide to the members. With this objective, the Council has brought out this report on DILF 2009, which contains not only the post show report, but also other useful information like history of the fair, participation fee, events held during the fair and details of overseas buyers and journalists who visited the fair on the invitation of the Council.

I hope that members will find this report useful.

Ali Ahmed Khan  
Executive Director  
Council for Leather Exports

## **DELHI INTERNATIONAL LEATHER FAIR - THE JOURNEY SO FAR**

---

### **The Fair**

The history of Delhi International Leather Fair dates back to 1993 when the first specialized Shoe Fair in India was organized at the Pragati Maidan from October 17-19, 1993. The Council played an active role in this maiden edition by organizing the participation of 47 companies in a total area of 744 sq.mtr.

The 1999 edition of the Delhi International Shoe Fair'99 and Shoe Components Fair '1999 witnessed the organization of the first INTECHMART event under NLDP scheme in which ten buyers of footwear components from Bangladesh and Sri Lanka were invited. In the INTECHMART event held during the 8<sup>th</sup> edition of the fair held from June 29 – July 2, 2000, 15 leading shoe manufacturers from Sri Lanka, Indonesia, Mauritius, Philippines and UAE participated and had one-to-one meetings with Indian companies.

The 9<sup>th</sup> edition of the fair held during June 28 – July 1, 2001 witnessed an increased buyer participation in the INTECHMART event, with 42 buyers attending this event.

The 10<sup>th</sup> edition of the fair held from April 25-28, 2002 witnessed a major change in the product profile of Delhi fair, with the inclusion of the whole range of display products including leather, leather chemicals, machinery etc., and the fair was also named as “Delhi International Leather Fair”

The 17th Delhi International Leather Fair (DILF) held from October 23-25, 2009 was unique because the focus of this edition was on value added finished products, with the participation of many leading Indian brands. The objective was to showcase the growth of Indian leather industry as a reliable supplier of high quality leather products and footwear and also highlight the growing domestic market in the country. The products on display in this edition included finished leather, leather goods & accessories, leather garments, leather gloves (all types), leather footwear, non-leather footwear, footwear components, lining materials, leather processing chemicals leather and leather goods manufacturing machinery etc.

The special attraction of the fair includes “Theme Pavilion”, “Fashion Show”, Technical Seminars and Workshops” and “One-to-One business meetings”, besides visiting to manufacturing units of the participants.

Since the past 2005 edition, the Council has been inviting overseas buyers to the fair under financial assistance from Market Access Initiative Scheme (MAIS) of the Department of Commerce, Ministry of Commerce and Industry, Government of India. The number of such overseas buyers invited for the fair has been steadily increasing from the 2005 edition to the 2009 edition, as shown below

Year	No. of buyers
2005	4
2006	6
2007	43
2008	46
2009	55

## The Venue

The Fair is held at Pragati Maidan, which is a world-class exhibition complex, constantly upgraded to keep it in a high standard of readiness. Spread over 149 acres of prime land in the heart of India's capital, New Delhi, Pragati Maidan offers over 60,000 sq.mtrs of covered exhibition space in 16 halls besides 10,000 sq.mtrs of open display area. The state-of-the-art exhibition halls have enhanced the appeal of Pragati Maidan as the ideal center for an increasing number of fair organizers and business visitors from different parts of the world.

## Fair Organisers

The fair is organized by India Trade Promotion Organization (ITPO) and co-Sponsored by Council for Leather Exports and ably supported by institutions and associations connected with the leather industry. Their details are given below.

### India Trade Promotion Organisation

*Pragati Bhavan, Pragati Maidan, New Delhi – 110011 (India)*

*Tel: 91-11-23371390, 23371822*

*Fax: 91-11-23371874, 23371492, 23371493*

*E-mail: [kcrout@itpo-online.com](mailto:kcrout@itpo-online.com), [ppy@itpo-online.com](mailto:ppy@itpo-online.com)*

*Website: [www.indiatradefair.com](http://www.indiatradefair.com)*

*Event website: [www.delhileatherfair.com](http://www.delhileatherfair.com)*

### Co-Sponsor

#### Council for Leather Exports

CMDA Tower- II, 3<sup>rd</sup> Floor,  
Gandhi- Irwin Bridge Road  
Egmore, Chennai 600 008. India  
Telephone +91 44 2859 4367 - 4371 (5 Lines)  
Fax +91 44 2859 4363 - 4364 (2 Lines)  
E-mail [cle@cleindia.com](mailto:cle@cleindia.com) ;  
Website [www.leatherindia.org](http://www.leatherindia.org)

#### Supporting Organizations:

- Footwear Design and Development Institute (FDDI)
- Central Leather Research Institute (CLRI)
- National Institute of Fashion Technology (NIFT)
- Indian Shoe Federation (ISF)
- Indian Leather Garments Association (ILGA)
- Indian Leather Products Association (ILPA)
- Indian Finished Leather Manufacturers' and Exporters' Association (IFLMEA)
- Agra Footwear Manufacturers & Exporters Chamber, Agra (AFMEC)
- Confederation of Leather Footwear Industries of India (CFLI)

**For further information about the event, please log on to the website [www.delhileatherfair.com](http://www.delhileatherfair.com)**

\*\*\*\*\*

**DELHI INTERNATIONAL LEATHER FAIR (DILF) 2009, NEW DELHI**  
**DETAILS OF PARTICIPATION FEE & SPACE BOOKING OPTIONS**

---

Company	Shell Scheme (Minimum 9 sq. mtr)	Bare Scheme (Minimum 36 sq.mtr.)
<b>Indian Companies</b>	Rs.6000	Rs.5500
<b>Indian Agents of Foreign Companies</b>	Rs.9000	Rs.8500
<b>Foreign Companies</b>	US\$200	US\$180

**\* Service Tax at 10.30% charged extra**

**SPACE BOOKING OPTIONS**

**Shell Scheme :** Minimum Booking is 9 sq. mtrs. Facilities provided under shell scheme or a built up stand of 9 sq. mtrs. were :- one table/counter, three chairs, fascia with participant's name, 3 shelves/hanger bars of one meters, 5 spot lights, one-5 amp - 220 Volt three-pin socket and onewaste paper basket.

**Bare Space :** Minimum booking is 36 sq. mtrs. The bare space allocation is subject to the condition that the stand construction should not affect the visibility of adjacent booth and the stall height should not be more than 2.4 meters. In case of any deviation, the drawing should be sent to ITPO for approval.

**Allotment Of Stalls:** Booths allocation is on first come first basis subject to optimum utilization of space.

\*\*\*\*\*

## DELHI INTERNATIONAL LEATHER FAIR (DILF) 2009, NEW DELHI

### FACT SHEET

Inauguration by	Shri Tejendra Khanna, Lt. Governor of Govt. of NCT of Delhi
Duration	October 23-25, 2009
Venue	Hall No. 12 & 12-A, Pragati Maidan, New Delhi
Main Supporting Organizations	Council for Leather Exports (CLE) Central Leather Research Institute (CLRI) Footwear Design & Development Institute (FDDI)
Fair Timings	10.00 a.m. to 6.00 p.m.
Display Products	<ul style="list-style-type: none"> <li>• Finished Leather</li> <li>• Shoes &amp; Sandals</li> <li>• Shoe Components – Uppers, Soles, Heels, Counters, Lasts</li> <li>• Leather Garments</li> <li>• Fashion Accessories; leather goods, travel ware, belts, gloves, portfolios, handbags and wallets.</li> <li>• Saddlery &amp; Harness</li> <li>• Machinery &amp; Equipment</li> <li>• Chemicals</li> <li>• Publications and Consultancy Services</li> </ul>
Profile of the Event	More than 100 leading manufacturers & exporters (including overseas participants) of leather and leather products are exhibiting their latest collections. Likewise, overseas buyers from potential markets i.e., USA, UK, France, Germany, Italy, Canada, Chile, Turkey, South Africa etc. are visiting the fair sourcing their business requirements
<b>Events</b>	
Press Conference	<b>Thursday, the 22<sup>nd</sup> October, 2009</b> - 3.30 p.m. at Pragati Maidan, New Delhi
Inauguration	<b>Friday, the 23<sup>rd</sup> October, 2009</b> - 10.00 a.m by Shri Tejendra Khanna, Lt. Governor of Govt. NCT of Delhi
	Visit of Buyers/business visitors to the participant's booths & one-to-one business meetings.
Seminars/Workshops	<b>Saturday, the 24<sup>th</sup> October, 2009</b> October Presentation by Mr. Peter Mangione, Former President, Footwear Retailers and Distributors Association (FDRA), USA on "US / Global Shoe Market".
	<b>Saturday, the 24<sup>th</sup> October, 2009</b> Presentation by the Central Leather Research Institute

	<p>(CLRI), Chennai on “New Technology Developed for Zero Waste Discharge in Tanneries”</p> <p><b>Sunday, the 25<sup>th</sup> October, 2009</b></p> <p>Presentation by Mr. Peter Mangione, Former President, Footwear Retailers &amp; Distributors Association (FDRA), USA on “US Product Safety Rules and Developments, applicable to Children Shoes”.</p>
	<p><b>Sunday, the 25<sup>th</sup> October, 2009</b></p> <p>Presentation by Mr. Avedis H. Seferian, Director of Compliance Administration, Worldwide Responsible Accredited Production (WRAP), USA on “Introduction to WRAP Social Compliance Certification – for Exporters of Leather Apparel, Footwear &amp; Accessories Supplies to the US &amp; other Global Markets”</p>
Fashion Show	<p><b>Sunday, the 25<sup>th</sup> October, 2009</b></p> <p>A Fashion Show depicting the latest collections of leather and leather products organized by the Delhi International Leather Fair Organizing Committee (DILFO) in association with Confederation of Footwear &amp; Leather Industry (CFLI).</p>

\*\*\*\*\*

## **17<sup>th</sup> Delhi International Leather Fair , October 23-25, 2009 - A report**

The 17<sup>th</sup> edition of the Delhi International Leather Fair (DILF2009) was organized by India Trade Promotion Organization (ITPO) in association with Council for Leather Exports (CLE) from Oct. 23-25, 2009 at Pragati Maidan, New Delhi in an area of 1800 sq.mtr. The event was actively supported by Central Leather Research Institute (CLRI) and Footwear Design and Development Institute (FDDI).

### **Inauguration**

The fair was inaugurated by Mr. Tejendra Khanna, Lt. Governor of Government of NCT of Delhi. Dr. Subash Chandra Pani, Chairman and Managing Director, ITPO; Mr. Rajeev Yadav, Executive Director, ITPO; Mr. Habib Hussain, Chairman, CLE; Mr. Sanjay Leekha, Vice-Chairman, CLE; Mr. K.L. Arora, Regional Chairman (NR), CLE, Mr. Subash Kapoor, Convenor, Delhi International Leather Fair Organizing Committee (DILFO), Mr. Ali Ahmed Khan, Executive Director, CLE, industry representatives; press & electronic media, exhibitors from India and abroad, overseas delegates including buyers and journalists were present on the occasion.



*Mr. Tejendra Khanna, Lt. Governor of Government of NCT inaugurating the fair. Others present are (from left to right) : Mr. K.L. Arora, Regional Chairman (NR), CLE ; Mr. Subash Kapoor, Convenor, DILFO; Mr. Habib Hussain, Chairman, CLE ; Dr. Subash Chandra Pani, CMD, ITPO (behind the lamp) and Mr. Rajiv Yadav, ED, ITPO (extreme right)*

In his opening remarks, Dr. Subash Chandra Pani, CMD, ITPO, thanked Mr. Tejendra Khanna, Lt. Governor of NCT of Delhi for inaugurating the fair and he also spoke about the salient features of DILF 2009.

Speaking on the occasion, Mr. Tejendra Khanna, Lt. Governor of NCT of Delhi said that the Indian Leather Industry had witnessed substantial growth in the recent years and was emerging as a major global player for finished quality leather products, with leading international brands sourcing leather and leather products from India. He urged the leather sector to be competitive and follow good business ethics while maintaining global standards in quality and reliability so that the export target of US \$ 7.03 billion could be achieved by 2013-14. He further opined that the liberalization of the Indian economy had helped the trade to grow exponentially. The Lt. Governor also welcomed the overseas participants and wished them success in their endeavours.



*Mr. Tejendra Khanna, Lt. Governor of Government of NCT visiting the stands. To his right are Mr. Ali Ahmed Khan, ED, CLE and Mr. Habib Hussain, Chairman, CLE*

After inaugurating the fair, Mr. Tejendra Khanna, Lt. Governor of NCT of Delhi accompanied by other dignitaries visited the fair and interacted with the representatives of participating companies with a view to assess their objectives of participation. During the interaction Mr. Tejendra Khanna assured the participants that the Government is fully committed to protect their business interests and will provide all necessary assistance to the leather sector, which is a labour intensive industry.

### **Exhibitors and Business Outcome**

DILF2009 witnessed the participation of 100 exhibitors, including 7 exhibitors from overseas countries namely China, Italy, Taiwan and Thailand. Various products associated with the leather and allied sectors were displayed in the fair

which included hand bags, wallets, purses, portfolios, rucksacks, briefcases, belts, sports goods, leather upholstery, footwear and footwear components, chemicals, leather processing machinery, leather goods, manufacturing machinery etc.,



*Stands in the fair*

As per feedback of overseas buyers, immediate business transacted with Indian exporters in the fair was US \$ 3.50 million and future expected business was US \$ 10.31 million.

### **Visit of Overseas Buyers/ Business Delegates**

DILF 2009 attracted overwhelming response from trade visitors and buyers from India and abroad. As per reports of ITPO, more than 4000 trade visitors and buyers visited the event.

On the invitation of ITPO and CLE, more than 50 buyers from 21 countries namely Austria, Belarus, Bolivia, Bulgaria, Chile, Egypt, Germany, Iran, Italy, Kenya, Malaysia, New Zealand, Singapore, Turkey, Russia, South Africa, Spain, UK and Syria visited the fair. Besides, a 17 member business delegation from Iran also visited the fair.

### **Participation of overseas journalists**

The Council invited the following six overseas journalists to DILF 2009 so as to ensure wide coverage of the event in the international media.

- 1) Dr. Pier Nicola Fascetto, Foto Shoe Group, Italy
- 2) Mr. Carlo Leoni, International Technology, Italy
- 3) Ms. Joy Tibbs, World Leather/World Footwear, UK
- 4) Mr. Filippo Galli, Modapelle, Italy
- 5) Mr. Sanjoy Sen, ARS Arpel Group, Italy
- 6) Mr. Amir Houshang Vatandoost, Leather and Shoe Market Magazine, Iran

The overseas journalists interacted with the exhibitors and gathered information for their news coverage. CLE exclusively arranged their meetings with some of the key industry representatives, besides organizing their participation in trade seminars.

### **Visit of Resource Persons**

As a regular feature, the Council organized the visit of 2 Resource Persons to the fair, with the objective of disseminating their technical expertise to the industry. They were Mr. Peter T. Mangione, Former President, Footwear Distributors and Retailers of America (FDRA), USA and Mr. Avedis H. Saferian, Director of Compliance Administration, Worldwide Responsible Accredited Production (WRAP), USA, who made presentations in the Seminar Sessions during the fair, which are detailed below in this report.

### **CLE Information Booth**

The Council had an Information Booth in the fair wherein publications and publicity/promotional materials were displayed, so as to disseminate vital information on the developments in the leather industry to the domestic and overseas visitors.

A large number of visitors visited the CLE booth seeking information on the Indian leather industry.

### **Review Meeting on the Fair**

After conclusion of the fair, a review meeting was held at the fair grounds. This meeting was attended by Mr. Sanjay Leekha, Vice- Chairman, CLE; Mr. Ali Ahmed Khan, Executive Director, CL, Mr. Subash Kapoor, Convenor, DILFO, industry representatives and officials of ITPO.

The objective of the review meeting was to get first hand information from the participants pertaining to business outcome, achievements, difficulties experienced and suggestions for future.

The participants gave suggestions on various aspects like inviting buyers, mobilization of exhibitors, publicity for the fair etc.,

### **Conclusion**

The unique feature of DILF 2009 was that it was entirely different from the previous editions, because of its focus on finished products like footwear, leather goods and leather garments, which involve a substantial value addition and fetch reasonable amount of demand in the global market. Thus, DILF 2009 helped in portraying the India as a supplier of high quality value added products and served as a sourcing point for overseas and domestic buyers of these products.

Considering the success of DILF 2009, it is proposed to give more focus to value added finished products in the future edition. It is also proposed to organize DILF 2009 in conjunction with other events focusing on life style products and handicraft items, so as to attract maximum exhibitors and business visitors

\*\*\*\*\*

## CONCURRENT EVENTS DURING DILF 2009

### A. Seminars / Presentation sessions

CLE has been regularly organizing Seminars during the fair. During DILF 2009, the Council organized Seminars on the first and second days.

The first session of the Seminar on day one was the presentation on **US/Global Shoe Market** by the Mr. Peter Mangione, Former President, FDRA, USA. Mr. K.L.Arora, Regional Chairman (NR), CLE; Mr. Sanjay Leekha, Vice-Chairman, CLE, Dr. Zackria Sait, Regional Chairman (SR), CLE and Mr. Ali Ahmed Khan, Executive Director, CLE, participated in the Seminar and spoke about the importance of the Seminar in the context of gaining knowledge about the USA's role in global footwear market.



*(from left to right) Mr. Peter Mangione, former President, FDRA ; Mr. K.L.Arora, Regional Chairman (NR), CLE; ) Mr. Sanjay Leekha, Vice- Chairman, CLE; Dr. Zackria Sait, Regional Chairman (SR), CLE, Mr. Ali Ahmed Khan, ED, CLE and Mr. Subash Kapoor, Convenor, DILFO*

In his welcome address, Mr. K.L.Arora, Regional Chairman (NR) opined that such technical seminars have immense significance in imparting knowledge on business environment. Addressing the gathering, Mr. Sanjay Leekha, Vice- Chairman, Council for Leather exports knowledge sharing in Seminars is essential for exhibitors in the fair and also for members of the Council, to expand their business horizons. Referring to Mr. Peter Mangione, Mr. Leekha stated that as he is an internationally acclaimed personality, his presentation will certainly give useful information on business knowledge and practices. Dr. Zackria Sait, Regional Chairman (SR), CLE opined that the presentation of Mr. Peter Mangione will certainly reveal finer aspects on the US market.

In his key note address, Mr. Ali Ahmed Khan, Executive Director, CLE said that USA's role in the global footwear industry is very vital and it is hence essential for the suppliers to know about USA footwear trends, market characteristics, global imports by USA etc., to frame appropriate strategies for this market. He further said that India being a country with state-of-the-art development capacities and quick delivery records, there is good scope for India to penetrate deeper in the US market. Mr. Khan added that against this backdrop, the presentation of Mr. Peter Mangione is very timely and important.

Beginning his presentation, Mr. Peter Mangione stated that the US footwear market, which has a US \$ 60 billion annual retail shoe sales, is dominated by brands and retail chains. The leading players in the retail shoe sales in US are Walmart, Payless, Target and K-Mart. Mr. Mangione added that with a handful of exceptions, all national footwear brands in US are US based. Mr. Mangione stated that though the footwear consumption in the US is high and US tops the consumption list in the global scenario, the market has witnessed little growth.

The global economic crisis has caused double digit decline in US retail in general due to factors like distressed prices, unemployment, depressed level in manufacturing sector etc., with no sound recovery till banks clean out toxic loans and resume normal lending.



*Mr. Peter Mangione making the presentation*

Mr. Mangione stressed the importance of understating the US footwear sourcing scenario so as to penetrate this market. He cited the example of China which is having a major market share in the US.

He stated that 15 retail chains control more than half of the footwear market. As regards brands, he said that US Shoe brands devote all their financial and human capital to product development, marketing, promotion and retailing and they also partner with contract factories that devote their resources to manufacturing.

Mr. Mangione also spoke about the share of various types of footwear sold in the US market and the changing consumption pattern in the US/global market. The presentation was followed by question and answer session.

The second seminar on the first day of the fair was on **New Technology Developed for Zero Waste Discharge in Tanneries**. Mr. P. Saravanan, Scientist, CLRI made a detailed presentation on this technology developed by CLRI which is ready for commercialization.



*Mr. Saravanan making the presentation*

Mr. Saravanan stated that the major objective of the Zero Waste Discharge Technology is to not only to adhere to the pollution control norms but to also ensure re-use of the water. Elaborating on the technology, Mr. Saravanan stated that the presence of skin constituents, unabsorbed chemicals etc, make the tannery waste water highly polluted and systems are required to render the waste water suitable for discharge as per pollution control norms. In this context, Zero Waste Technology ensures separation of contaminants in wastewater or conversion of such contaminants into less harmful substances, thereby making reusage of waste water and salts a viable option. In the Zero Discharge technology, the waste streams from soaking, liming, deliming and pickling are separated and treated electrochemically and the soak liquor is treated and evaporated in solar pans. The resultant salt is relatively purer and free from organic contaminants and halophilic microorganisms. In this process, there is no gaseous emissions which normally occur during the evaporation in conventional systems.



Attendees in the Seminar

Mr. Saravanan stated that the technology can be used in the most polluting part of the leather manufacturing namely pre-tanning and tanning processes, with minimum capital investment and comparatively lower operational cost. Further, the system provides scope for reduction in water input as well as reuse of salt. Mr. Saravanan further stated that the new technology has already been commercially tested at four tanneries in Erode. Thereafter, Mr. Saravanan interacted with the participants and clarified their queries.

Mr. Subash Kapoor, Convenor, DILFO, thanked all the participants in the Seminar for the support and co-operation.

On the second day, the Council organized two seminars. Mr. K.L.Arora, Regional Chairman (NR), introduced the speakers and spoke about the importance of Seminar topics. The first Seminar was on **US Safety Rules for Children Shoes** by Mr. Peter Mangione. Mr. Peter Mangione said that Children Shoes are meant for Children of 12 years of age and the presence of “lead” in Children Shoes is now a major issue, as extreme lead exposure can lead to health problems in Children and in footwear lead is found in plastics, paints/pigments etc.,. Mr. Mangione added that the new ban on use of six phthalates applies only to Children’s toys and child care articles and Children’s footwear is not covered.

Regarding testing, Mr. Mangione stated that for a third party test, the manufacturer must submit sufficient samples of Children’s product to the third party testing entity for testing of each colour, as the important source of lead is in pigments present in dyes and paint. Mr. Mangione concluded his presentation by stating that adequate testing and compliance should be followed while making Children footwear, to ensure safety of the Children.

The second Seminar was presented by Mr. Avedis H.Seferian, Director, WRAP, USA on **Social Compliance Certification for exporters of Leather Apparel, Footwear & Accessories to supplies to US and other Global Markets**. Mr. Avedis spoke about various features of the Social Compliance including its

origins, code of conduct, challenges faced by buyers on compliance etc., and narrated instances of non-conformance to compliance norms.



*Mr. Avedis H. Seferian making the presentation*

Speaking about Worldwide Responsible Accredited Production (WRAP) programme, Mr. Avedis stated that the objective of the WRAP Certification Program is to promote and certify lawful, humane and ethical working conditions in manufacturing, processing and service industries throughout the world. This program has been developed on the basis of inputs received from brands, suppliers, NGOs, academics and Government, and is well supported by American Apparel and Footwear Associations. The 12 WRAP principles deal with laws & regulation, prohibition of forced labour, prohibition of child labour, discipline, harassment or abuse, compensation and benefits, hours of work, discrimination, health and safety, freedom or association & collective beginning, environment, customs compliance and security.

Elaborating on the certification procedure, Mr. Avedis stated that the process includes registration, followed by adherence to the regulations in the facility handbook and guide and implementation of the programme to comply with all principles within six months of registration and the unit has to put-in place a programme for atleast 90 days, prior to the assessment. Concluding his speech, Mr. Avedia stated that WRAP programme satisfies the requirement of the client by ensuring a systematic approach to management and thereby increase the business opportunities for a manufacturer.

Mr. Sanjay Leekha, Vice-Chairman, CLE proposed Vote of Thanks.

## **B Fashion Show 2009**

The Fashion Show organized by the Delhi International Leather Fair Organising Committee (DILFO), in association with Confederation of Footwear and Leather Industry (CFLI) and other agencies on October 24, 2009 witnessed the presentation of latest collections of a wide range of leather and leather products.

## **CLRI Theme Pavilion**

One of the major highlights of the fair was **IMAGINATION** – the Theme Pavilion set-up by Central Leather Research Institute (CLRI), in association with CLE and ITPO. The Theme Pavilion presented Autumn-Winter collections for 2010-11.



*CLRI Theme Pavilion*

The design of the Pavilion was done so as to portray CALMNESS, CASHMERE & CONNECTION, which are the sub-themes for the Autumn-Winter 2010-11 season, featuring the collections of 19 companies.

The Best of India merchandise were exhibited at the Theme/Trend Pavilion, which was the central focus of the fair and the theme for DILF 2009, showcasing the capability of the Indian leather sector to cater to the latest fashion trends through their range of quality products.

## VISIT OF OVERSEAS BUYERS TO DILF2009 UNDER CLE'S INVITATION

As mentioned in the earlier pages, the Council organized the visit of overseas buyers, resource persons and journalists to DILF 2009. The details of these buyers and journalists are given below.

S.No.	Buyers Name / Comp Name	Tel No.	Email	Mobile
01	Mr Alois Prutsch A Prutsch Eng & Consulting GmbH, <b>Austria</b>	0043 316 572666	<a href="mailto:Alois.prutsch@apec.at">Alois.prutsch@apec.at</a>	0043 664 3575600
02	Mr Md Nasir Khan Jennys Shoes Ltd, <b>Bangladesh</b>	880 2 8821136	<a href="mailto:jennys@optimaxbd.net">jennys@optimaxbd.net</a>	880-1711 535117
03	Ms Kachyshvili Natallia ODO Vinil Import, <b>Belarus</b>		<a href="mailto:Vinil2004@(g).mail.ru">Vinil2004@(g).mail.ru</a>	6234428
04	Mr Rodolfo Cardona Teca SRL, <b>Bolivia</b>	591 2 2306153	<a href="mailto:teca@megalink.com">teca@megalink.com</a>	591 70616755
05	Mr Ivan Kolev Ivanov Kolev Ltd, <b>Bulgaria</b>	0035929589508	<a href="mailto:info@k-k.bg">info@k-k.bg</a>	0035 9888203132
06	Mrs Krassimira Sergueeva Banovska, Euromax 96 Ltd, <b>Bulgaria</b>	0035 929786566	<a href="mailto:Euromax96@mail.bg">Euromax96@mail.bg</a>	00359 888452518
07	Mr Jose Antonio Galdames Rosso Importadora Y Exportadora Galdames Bustamante Ltda, <b>Chile</b>	562 7695963	<a href="mailto:vale@cybercenter.cl">vale@cybercenter.cl</a>	8-9215911
08	Mr David Gerald Lean Arratia Masprot S.C.e.l.Ltda, <b>Chile</b>	56 2 4989000	<a href="mailto:dlean@masprot.cl">dlean@masprot.cl</a>	00 56 9 9391497
09	Mr Mohamed Wasfy Hussein Alarabia, <b>Egypt</b>	+2 02 26824027	<a href="mailto:Alarabaa2000@yahoo.com">Alarabaa2000@yahoo.com</a>	+2 010 5066542
10	Mr Abdissa Adugna Ethiopian Leather Industries Association, <b>Ethiopia</b>	251 115156144	<a href="mailto:elia@elia.org.et">elia@elia.org.et</a>	251 911408596
11	Mr Abdelkader Benyacoub KIASMA-SAS, <b>France</b>	0033 0 491080893	<a href="mailto:contact@kiasma.fr">contact@kiasma.fr</a>	0033 0 601884560
12	Mr Uday Shah Shalimar Lederwaren, <b>Germany</b>	+49 6021 69045	<a href="mailto:us@lederwaren.com">us@lederwaren.com</a>	+49 172 6677000
13	Mr Mehdi Yousefi Far Novin Leather, <b>Iran</b>	009821 66741476	<a href="mailto:info@nml.ir">info@nml.ir</a>	0098912 691552
14	Mr Safar Ali Feiz Abadi, Prestij, <b>Iran</b>	009821 66742743	<a href="mailto:prestijir@yahoo.com">prestijir@yahoo.com</a>	0098912 1266832
15	Mr Ali Hassanzadeh Dalir, HL Indust Group, <b>Iran</b>	+98 292 4353264 / 5	<a href="mailto:ahdalir@hotmail.com">ahdalir@hotmail.com</a>	+98 912 1100258
16	Mr Ali Asgar Rostam Pour Kazrany, Mishan Leather, <b>Iran</b>	+98 9144283210	<a href="mailto:mishaneharm@yahoo.com">mishaneharm@yahoo.com</a>	
17	Mr Abas Torkaman Dehnavy, Amin Leather, <b>Iran</b>	24353211	<a href="mailto:sale@amintannery.com">sale@amintannery.com</a>	9121223101
18	Mr Saeed Shadkam, Kam Poust Leather, <b>Iran</b>	029243533978	<a href="mailto:info@kampoust.com">info@kampoust.com</a>	09121110842
19	Mr Majid Charmchi, Ghazal Leather, <b>Iran</b>	27 88282465	-	+9727026020
20	Mr Vergolani Gianantonio Mv Leather, <b>Italy</b>	+39 0444 676458	<a href="mailto:mvelopeather@vergolani.com">mvelopeather@vergolani.com</a>	+39 338 3492935
21	Mr Shadab Mashkur Khan Falc SpA, <b>Italy</b>	+390 73379091	<a href="mailto:marketingfalc@falc.biz">marketingfalc@falc.biz</a>	-
22	Mr Roberto Volpi Milano Mode Srl, <b>Italy</b>	+39 0331 494733	<a href="mailto:info@milanomode.it">info@milanomode.it</a>	-
23	Ms Linda Camm Linda Camm Ent Ltd, <b>Kenya</b>	25420884010	<a href="mailto:llc@africaonline.co.ke">llc@africaonline.co.ke</a>	254733700010
24	Ms Lisa Fong Lai Heong Ngee Ming Shoe Manufacturers Sdn.	+603 8948 6397	<a href="mailto:lisaafong@oscarsafetyshoes.com">lisaafong@oscarsafetyshoes.com</a>	+6019 312 4933

	<b>Bhd, Malaysia</b>			
25	Ms Lilian Fong Lai Lian Oscar Footwear Marketing Sdn Bhd, <b>Malaysia</b>	+603 8948 6397	<a href="mailto:lilianfong@oscarsafetyshoes.com">lilianfong@oscarsafetyshoes.com</a>	+6012 205 9818
26	Mr Anand Kumar Tatapudi Discount Shoe Warehouse, <b>N.Zealand</b>	09 306 8311	<a href="mailto:anand@no1shoes.co.nz">anand@no1shoes.co.nz</a>	021 021 021 54
27	Mr Gabriele Boscaro SC Garda Impex Srl, <b>Romania</b>	+40 254 234151	<a href="mailto:boscaroga@hotmail.com">boscaroga@hotmail.com</a>	+407 455 77222
28	Mr Sergey Egorov HART Trade House, <b>Russia</b>	+7 812 541 8484	<a href="mailto:sergeyegorov@atlant.ru">sergeyegorov@atlant.ru</a>	+7 921 9310065
29	Mr Aditya Chopra All Trends Pte Ltd, <b>Singapore</b>	65 68440463	<a href="mailto:admin@alltrends.net">admin@alltrends.net</a>	+65 91880263
30	Mr Loic Bellet, Via La Moda (P) Ltd, <b>South Africa</b>	+2711 4778008	<a href="mailto:sales@vialamoda.com">sales@vialamoda.com</a>	+27 836160183
31	Mr Theo Tsietsi Madi Wildbags SA, <b>South Africa</b>	+27 0 31 7632412	<a href="mailto:info@wildbags.co.za">info@wildbags.co.za</a>	0027 0 795071346
32	Mr Daniel Israel Kurgan Kurgan Kenani Leather, <b>South Africa</b>	+2721 4265038	<a href="mailto:Daniel@kurganleather.co.za">Daniel@kurganleather.co.za</a>	+27 837897897
33	Mr Rajesh Kalra Kalra Europe Sl, <b>Spain</b>	+34 91 33 48009	<a href="mailto:kalraglobal@gmail.com">kalraglobal@gmail.com</a>	+351 960288551
34	Ms Inmaculada Ramirez Leria Zerimar Campillos SA, <b>Spain</b>	+34 952722125	<a href="mailto:inmaleria@yahoo.es">inmaleria@yahoo.es</a>	+34 640573317
35	Mr Francisco Ramirez Airel Import SA, <b>Spain</b>	+34 952724677	<a href="mailto:info@airel.es">info@airel.es</a>	+34 677594640
36	Mr Matias Salva Prohens Peleteria Mallorca SL, <b>Spain</b>	+34 966313595	<a href="mailto:info@peleteriamallorca.com">info@peleteriamallorca.com</a>	+34 629233936
37	Mr. Sarkis Kozanian, Agop Lama Co, <b>Syria</b>	011-4452838	<a href="mailto:Agop.lama@hotmail.com">Agop.lama@hotmail.com</a>	0933-330057
38	Mr. Murad Hanna, Murad Hana, Co, <b>Syria</b>	052-421173	<a href="mailto:Murad_elias@hotmail.com">Murad_elias@hotmail.com</a>	0933-787878
39	Mr Muharrem Muratoglu Gerede S.S Teknik Deri Kucuk Sanat Kooperatifi, <b>Turkey</b>	+90 374 3116051	<a href="mailto:muharremmuratoglu@hotmail.com">muharremmuratoglu@hotmail.com</a>	+90 533 4684777
40	Mr Selahattin Gurcan Gurcan Dericilik Ltd STI, <b>Turkey</b>	+90 374 3116830	<a href="mailto:selahattinurcan@hotmail.com">selahattinurcan@hotmail.com</a>	+90 505 6982590
41	Mr Selim Sagol Or-Der Iml San Tic Ltd Sti, <b>Turkey</b>	+90 374 3117773	<a href="mailto:selimsagol@hotmail.com">selimsagol@hotmail.com</a>	+90 505 6982590
42	Mr Metin Yuksel Yukseller Deri Urunleri San Dis Tic Ltd Sti, <b>Turkey</b>	+90 374 3114136	<a href="mailto:yuksellerderi@hotmail.com">yuksellerderi@hotmail.com</a>	+90 506 3409333
43	Mr Ali Sagol Sagol Deri San Ve Tic Ltd Sti, <b>Turkey</b>	+90 374 3116652	<a href="mailto:deri@sagolderi.com">deri@sagolderi.com</a>	+90 532 3217828
44	Mr Eyup Sevimli Sevimli Ayakkabi Ve Deri San Tic Ltd Sti, <b>Turkey</b>	+90 232 8426210	<a href="mailto:sevimli@sevimlerideri.com">sevimli@sevimlerideri.com</a>	--
45	Mr Yusuf Cenk Erdem Seckinler Ayakkabi Malz, <b>urkey</b>	+90 232 2653489	<a href="mailto:seckinlerderi@superonline.com">seckinlerderi@superonline.com</a>	--
46	Mr Semih Kuloglu Elazig Dericilik Tic Ve San Ltd Sti, <b>Turkey</b>	+90216 3942333	<a href="mailto:semih@elazigderi.com">semih@elazigderi.com</a>	+90 5322736313
47	Mr Mohindar S Chowdhry Devonport International Ltd, <b>UK</b>	+44 117 9687029	<a href="mailto:Devonport@btinternet.com">Devonport@btinternet.com</a>	077 37350630
48	Mr Ajay Kumar Sobti, Shoe Design & Trade Ltd, <b>UK</b>	02084229129	<a href="mailto:ajay@shoedesignandtrade.co.uk">ajay@shoedesignandtrade.co.uk</a>	077404 26868
49	Mr Marcelo Bruckmann Agrotimes SA, <b>Uruguay</b>	598 2 2002313	<a href="mailto:info@agrotimes.com.uy">info@agrotimes.com.uy</a>	598 99 607987

**International Journalists who visited DILF 2009**

<b>Sl.no</b>	<b>Name of Journalist</b>	<b>Magazine Name</b>	<b>Country</b>
1	Dr Pier Nicola Fascetto	Fotoshoe Group	Italy
2	Mr. Jean Pierre Bidegain	IDC Industrie De Cuir / Chausser	France
3	Mr. Carlo Leoni	International Technology	Italy
4	Ms. Joy Tibbs	World Leather / World Footwear	United Kingdom
5	Mr. Filippo Galli	Moda Pelle S.r.l.	Italy
6	Mr. Sanjoy Sen	ARS ARPEL Group	Italy
7	Mr. Eugenia Di Maria	Shoe Intelligence	France
8	Mr. Amir Houshang Vatandoost	Leather and Shoe Market Magazine	Iran

**Resource Person / Expert who visited DILF 2009**

1	Mr. Peter T. Mangione	Former President, Footwear Retailers and Distributors Association (FDRA)	USA
---	-----------------------	--	-----

## UPCOMING INTERNATIONAL LEATHER FAIRS IN INDIA

S.No.	Details of the fair	Products	Particulars of the organizer
1	India International Leather Fair Chennai, India  Jan. 31- Feb. 3, 2010	All Leather Goods (wallets, purses, hand bags, travelware etc.) Leather Garments, Footwear ( including non-leather footwear), Footwear Components, Leather Machinery and Leather Chemicals	India Trade Promotion Organisation Pragati Bhawan, Pragati Maidan New Delhi - 110 001. (India) Phone: 91-11-23371390, 23371822 Fax: 91-11-23371874, 1492, 1493 Email: ppy@itpo-online.com <a href="http://www.iilfleatherfair.com">www.iilfleatherfair.com</a>
2	International Leather Goods Fair Kolkata , India Feb. 19-21, 2010	All Leather Goods (wallets, purses, bags, travelware, luggageware small leather goods ) Footwear & Components, Finished Leather and Leather Garments	India Trade Promotion Organisation Pragati Bhawan, Pragati Maidan New Delhi 110001. (India) Phone: 91-11-23371390, 23371822 Fax: 91-11-23371874, 1492, 1493 Email: ppy@itpo-online.com <a href="http://www.ilgfleatherfair.com">www.ilgfleatherfair.com</a>
3	Delhi International Leather Fair* Pragati Maidan New Delhi  (* 2010 edition Date to be notified)	All Leather Goods (wallets, purses, hand bags, travel- ware etc.), Leather Garments, Footwear (including non-leather footwear), Footwear Components, Leather, Saddlery & Harness items Leather Machinery and Leather Chemicals	India Trade Promotion Organisation Pragati Bhawan, Pragati Maidan New Delhi 110001. (India) Phone: 91-11-23378802, 23371965 Fax: 91-11-23371869, 1492, 1493 Email: ppy@itpo-online.com <a href="http://www.delhileatherfair.com">www.delhileatherfair.com</a>

\*\*\*\*\*

## **OFFICES OF THE COUNCIL FOR LEATHER EXPORTS**

The Council for Leather Exports is headquartered in Chennai, and has Regional Offices at New Delhi, Kanpur, Mumbai & Kolkata besides an extension office at Agra

### **HEAD OFFICE AND SOUTHERN REGIONAL OFFICE**

CMDA Tower- II, 3<sup>rd</sup> Floor,  
Gandhi- Irwin Bridge Road  
Egmore, Chennai 600 008. India  
Telephone +91 44 2859 4367 - 4371 (5 Lines)  
Fax +91 44 2859 4363 - 4364 (2 Lines)  
E-mail [cle@cleindia.com](mailto:cle@cleindia.com) ;  
Website [www.leatherindia.org](http://www.leatherindia.org)

### **CENTRAL REGION**

H.B.T.I.Campus  
(Adjacent to Central Bank of India)  
Nawab Ganj,  
Kanpur – 208002. India  
Phone : +91 512 2534198  
Fax : +91 512 2534197  
E-mail : [knpcle@sancharnet.in](mailto:knpcle@sancharnet.in)

### **NORTHERN REGION**

Flat No. 6 F & G, Gopala Towers  
Rajendra Place,  
New Delhi 110 008. India  
Telephone +91 11 2571 8516 / 25715517  
Fax +91 11 2575 2760  
E-mail [cledelhi@gmail.com](mailto:cledelhi@gmail.com) ; [clenr@bol.net.in](mailto:clenr@bol.net.in)

### **WESTERN REGION:**

Vinmar House, 2<sup>nd</sup> Floor  
Plot No.A-41, Road No.2, MIDC  
Marol, Andheri(East), Mumbai 400 093. India  
Telephone +91 22 65220622 / 65220722  
Fax +91 22 66335503  
E-mail [cleb@mtnl.net.in](mailto:cleb@mtnl.net.in)

### **EASTERN REGION:**

1 B, First Floor, “Duck Back House”  
41, Shakespeare Sarani  
Kolkata 700 017. India  
Telephone +91 33 2283 5479 / 5480 (2 Lines)  
Fax +91 33 22877270  
E-mail [cleer@airtelmail.in](mailto:cleer@airtelmail.in)

**AGRA EXTENSION OFFICE:**

S-6, 2<sup>nd</sup> Floor, Friends Tower  
Block No. 41- B, Sanjay Place,  
Agra 282 002. India.  
Telephone +91 562 2852619  
Tele-fax +91 562 2854053  
E-mail [cleagra@hotmail.com](mailto:cleagra@hotmail.com) [cleagra@dataone.in](mailto:cleagra@dataone.in)

**JALANDHAR EXTENSION OFFICE**

CLRI Extension Centre (Testing Lab)  
Leather Complex, Kapurthala Road  
Jalandhar 144 021, Punjab, India  
Phone: 91-181-2650967  
Fax: 91-181-2650967  
E-mail: [clejeo@dataone.in](mailto:clejeo@dataone.in)

\*\*\*\*\*