

Canada

Canada is a significant importer for Hometextiles including Carpets and Rugs. The total import of hometextiles and made-ups is to the tune of US\$ 2.4 billion, of which imports from India is only to the tune of US\$ 0.14 billion. This low share in the imports offers adequate scope for improving exports for which trade promotional activities are important. As one of the activities, HEPC undertook participation in Hometex and Floorex fair on exploratory basis from June 7-9 2016 at Toronto, Canada under National Handloom Development Programme of O/o the Development Commissioner (Handlooms), Ministry

of Textiles, Govt. of India.

The fair was organized by World Expo Trading Inc. at Metro Convention Centre, Toronto, Canada. The fair was inaugurated by H.E.SelcukUnal, Ambassador of Republic of Turkey to Canada, in the presence of officials viz. Shri Akshay Chand from Consulate General of India, Mr. Samir Dossal, President of Canada-Pakistan Business Council and Mr. Steve Pagao President of Philippine Chamber of Commerce-Toronto.



About the fair:

Products were displayed by 102 companies from 14 countries viz. Turkey, Afghanistan, Canada, India, USA, Nepal, Bangladesh, Belgium, China, Korea, Lithuania, Egypt, Austria, Pakistan in an area of 2574 sqm. Apart from five member exporters through the Council, three more member exporters from India also participated directly in the fair. HEPC member exporters displayed Rugs, Fabrics, towel, etc...



Visit of CGI officials:

A team of officials led by Shri R.K. Parindia, Consul (Commercial), Consulate General of India, Toronto with vice consuls Shri Goswami and Smt.UshaVenkatesan visited the fair and interacted after a brief introduction of all the participants. HEPC officials also visited the CGI office and met Shri Dinesh Bhatia, Consul General of India and requested to suggest a good B2B fair in Canada.





During discussion, the Consul General of India at Toronto Shri.Dinesh Bhatia felt that there is enormous scope for business in Toronto and HEPC should undertake more activities to boost exports to Canada. This is evident from the fact that the total import of Textiles and Apparels in Canada is to the tune of US\$ 13.4 billion, of which the imports from India is mere US\$ 0.44 billion. Looking at the exports of handloom products alone, the potential is quite vast where the total export to Canada is US\$ 2.4 billion, of which handloom accounts for only about US\$ 5 million.



Discussion with CGI officials



Discussion with fair authorities

Feed back:

According to the feedback received from our member participants, 14 visitors/buyers visited them during the three days of fair.

Conclusion:

The first ever B2B fair organized by World Expo Trading Inc. in Canada attracted only a few buyers from US, Brazil, Mexico, Panama as well as Canada. Considering the market potential, HEPC is also examining to undertake a Buyer Seller Meet in Canada and organising a Fashion Show to showcase the rich tradition and versatility of Indian Handlooms.

A market survey was undertaken in Toronto’s famous retail stores and found that the following products are being imported from different countries.

S.#	Product	Retail Price (Canadian Dollar)
1	Shower Curtain (Marimekko)	78 (25% OFF)
2	Duvet Cover (Single)	270 (25% OFF)
3	Duvet Cover (Double)	320 (25% OFF)
4	Beach Towel	50 (25% OFF)
5	Aura (Duvet Cover Set (Single))	175
6	Aura (Duvet Cover Set (Double))	225
7	Aura (Duvet Cover Set (King))	275
8	Aura (Chrocha) Throws	175
9	Blue Bellgre (Duvet Cover Set - Double)	250
10	Blue Bellgrey (Duvet Cover Set - King)	300
11	Mora Petals (Cushion Linen - Double)	40 (25% OFF)
12	Kate Spade - Grace - sheet set (Twine)	99
13	Kate Spade - Grace - sheet set (Double)	120
14	Kate Spade - Grace - sheet set (Queen)	130
15	Kate Spade - Grace - sheet set (King)	160
16	Wiscott towels & rugs (100% cotton) Bath	27
17	Wiscott towels & rugs (100% cotton) Hand	20
18	Wiscott towels & rugs (100% cotton) wash	14
19	Wiscott towels & rugs (100% cotton) Rug (17x24)	38
20	Wiscott towels & rugs (100% cotton) Rug (21x34)	50
21	hotel collection (Turkish towel) (bath)	40
22	hotel collection (Turkish towel) (Hand)	30
23	hotel collection (Turkish towel) (wash)	20
24	Calvin - Klein (100% cotton) Tiraty) Sculpted Grid towels (Bath)	24 (30% off)
25	Calvin - Klein (100% cotton) Tiraty) Sculpted Grid towels (Hand)	18 (30% off)
26	Calvin - Klein (100% cotton) Tiraty) Sculpted Grid towels (wash)	18 (30% off)
27	Calvin - Klein (100% cotton) Tiraty) Sculpted Grid towels (Bath sheet)	45 (30% off)
28	Lacoste (100% Pima cotton) Towel Bath	40
29	Lacoste (100% Pima cotton) Towel Hand	28
30	Lacoste (100% Pima cotton) Tub Mat	42

R. P. Rajalingam, Export Promotion Officer, HEPC

Analysis of Canada's Imports

Import of handloom products by Canada is taken at ITC HS code 6 digit level and it is US\$ 4.24 billion for the year 2015-16. Products like Toilet linen and kitchen linen with HS code 630260, Gloves, mittens, and mitts with HS Code 621600, Floor-cloths, dish cloths, dusters and similar cleaning cloths with HS code 630710, Other bed linen printed with HS code 630221 and Carpets, rugs and mats with HS code 570242 are the top five products that are imported by Canada. The import duty for importing home textile products into Canada ranges between 17-18%. The import duty for importing carpet/rug products into Canada ranges between 6-14%.

Canada's handloom product import which synchronize at 6 digit level HS Codewise - 2015-16

S.No	HS code 6 digit level	Product Description	Canada's import in USD thousand (Product share to total import in %)	India's export to Canada in USD thousand (India's export share to Canada's import in %)	China's export to Canada in USD thousand (China's export share to Canada's import in %)
1	630260	Toilet&kitchen linen,of terry towelling or similar terry fab,of cotton	122155 (28.75)	36252(29.67)	35239(28.85)
2	621600	Gloves, mittens and mitts, of textile materials, not knitted	56723 (13.35)	454(0.80)	42440(74.82)
3	630710	Floor-cloths,dish-cloths,dusters & similar cleaning cloths,of tex mat	52667(12.40)	585(1.11)	24555(46.62)
4	630221	Bed linen, of cotton, printed, not knitted	51829(12.20)	4563(8.80)	15826(30.54)
5	570242	Carpets of man-made textile mat,of woven pile construction,made up,nes	49907(11.75)	883(1.77)	3718(7.45)
6	570500	Carpets and other textile floor coverings, nes	20881(4.92)	1097(5.25)	7455(35.70)
7	630291	Toilet and kitchen linen, of cotton, nes	17290(4.07)	4689(27.12)	6640(38.40)
8	630492	Furnishing articles nes, of cotton, not knitted or crocheted	12201(2.87)	3496(28.65)	6640(54.42)
9	630251	Table linen, of cotton, not knitted	12108(2.85)	6927(57.21)	3588(29.63)
10	621410	Shawls,scarves,veils and the like,of silk or silk waste,not knitted	8667(2.04)	668(7.71)	1746(20.15)
11	630499	Furnishg articles nes,of oth textile materials,not knittd o crocheted	3424(0.81)	470(13.73)	1938(56.60)
12	520831	Plain weave cotton fabric,>/=85%, not more than 100 g/m2, dyed	2903(0.68)	2220(76.47)	167(5.75)
13	630419	Bedspreads of textile materials, nes, not knitted or crocheted	2852(0.67)	677(23.74)	1120(39.27)

Market Focus

14	520951	Plain weave cotton fabrics, >=85%, more than 200 g/m2, printed	2614(0.62)	296(11.32)	487(18.63)
15	511290	Woven fabrics of combed wool/fine animal hair	2107(0.50)	32(1.52)	129(6.12)
16	520859	Woven fabrics of cotton, >=85%, not more than 200 g/m2, printed, nes	2007(0.47)	139(6.93)	757(37.72)
17	500790	Woven fabrics of silk, nes	1548(0.36)	309(19.96)	362(23.39)
18	520911	Plain weave cotton fabric, >=85%, more than 200 g/m2, unbleached	1280(0.30)	514(40.16)	27(2.11)
19	520849	Woven fabrics of cotton, >=85%, nt more than 200 g/m2, yarn dyed, nes	971(0.23)	33(3.40)	69(7.11)
20	520841	Plain weave cotton fabric, >=85%, not more than 100 g/m2, yarn dyed	367(0.09)	72(19.62)	4(1.09)
21	580219	Terry towellg&similar woven terry fab of cotton,o/t unbl&o/t nar fab	324(0.08)	0(0)	151(46.60)
	Total		424825	64376	153058

Source : ITC Trade Map

The major suppliers of product of

(i) Toilet & kitchen linen, of terry towelling or similar terry fab, of cotton (HS 630260) are India, China, Bangladesh, Pakistan, Turkey and USA.

(ii) Gloves, mittens and mitts, of textile materials, not knitted (HS 621600) are China, Vietnam, Pakistan, India, USA and Indonesia.

The major suppliers of handloom products (which synchronise at 6 digit level) to Canada is China and India stands 2nd position followed by USA, Bangladesh, Pakistan and Turkey.

The top 10 exporting market to Canada is given below:

S.No	Country	Total import in USD thousands
1	China	153058
2	India	64376
3	United States of America	42446
4	Bangladesh	38077
5	Pakistan	33630
6	Turkey	23099
7	Egypt	17494
8	Italy	8664
9	Belgium	8018
10	Viet Nam	7362

Source : ITC Trade Map