

## April Monthly Report 2018

US Dollar Thousand

	<i>Pakistan Exports to Argentina</i>	<i>Pakistan Imports from Argentina</i>
January – Dec 2017	45.161	170.556

### **1. Trade Promotion Activities**

<b>Activity</b>	<b>Follow up action</b>
Visit of the Commercial Counselor to Jumbo, Carrefour Headquarters for arranging B2B meetings for the incoming delegation.	Six Pakistani textile companies visited Argentina from Pakistan to participate in the Emitex textile fair. CC visited the major retailers in the City to invite them to the fair and informed them about the profile of the incoming companies.
Pakistan Pavilion at textile Fair in Argentina	Pakistan Pavilion was set-up by the Commercial Section at the Emitex fair which housed four Pakistani companies named Interloop, Adamjee, KB Enterprizes and Fazal Cloth Mills.
Investment opportunities in Pakistan	Miguel Boffeli, an Engineer went to Pakistan for re-initiation of work on Tuwairqi steel mills-an FDI by KSI, Kobe of Japan and Midrex making investment in Pakistan for producing more than one million tons of steel capacity.
Development in SCE 2018	Visit to Santiago, Chile from April 22 <sup>nd</sup> 2018 to 29 <sup>th</sup> April 2018 to finalize arrangements for the SCE in May 2018
B2B Meetings Preparations	Various meetings in Santiago with retailers and distributors to extend an invitation for the B2B meetings at the Pakistan Single Country Exhibition in Chile in May 2018.
Business Visas for Pakistani Exporters/Exhibitors	Visit to the Foreign office of Chile and informed them about the incoming group of businessmen for the fair and sought their support for Customs clearance, and visa help.
Visit of HH Skills Sports Company from Pakistan	Meetings were arranged for the visiting owner of Sialkot based company with sports ball distributors. He generated USD 100,000 sales in one week. Moreover, Cencosud group imported all their footballs from GoldSoni company based in Sialkot, which is a sister concern of HH Skills.
Rosario, Santa Fe district Potential Importer. Mr. Ramon Araya	Meeting of CC with Mr. Ramon Araya He is from Rosario city, he and his partner are interested on going to Pakistan, they want to import bed linen. CC gave them contacts of Faislabad based companies to start business.
Samples	The Embassy received samples of companies which are trying to export to Argentina
Attestations	We provided commercial visas and attestation for Pharmaceuticals Companies.

## **2. Other Activities**

1. Networking with the Chambers of Commerce in Santiago to enlist their help for the fair in Chile. The GCC and Chile Chamber of Commerce provided a favorable response and their CEO Mr. Elias Hasbun promised to extend his support for B2B meetings. They have 200 Chilean companies on their panel who they already network to attract business in Gulf and Chile.
2. Networking with the Argentina Chamber of Commerce for Texpo in Pakistan in 2018

### **Follow up activities from previous months**

<b>Reporting month</b>	<b>Action required</b>	<b>Follow up action taken</b>
<b>March 2018</b>	<b>Visa resolution for Pakistan</b>	<b>Meeting with Chambers and FO in Chile</b>

## **3. Support requested from Pakistan**

<b>Date</b>	<b>Action required</b>	<b>Organization</b>	<b>Deadline (if any)</b>
<b>March 2018</b>	<b>Formal Permission of SC for travel to Santiago, Chile</b>	<b>MOC</b>	

## **4. Pending trade and administrative issues related to support from Pakistan**

<b>Reporting month</b>	<b>Action required</b>	<b>Organization</b>	<b>Status</b>
<b>Jan 2018</b>	<b>Driver Hiring permission</b>	<b>MOC</b>	<b>pending</b>

## **5. Detailed report on Emitex Fair in Argentina in April 2018 is enclosed below:**

# **EMITEX, SIMATEX AND CONFEMAQ FAIR-BUENOS AIRES ARGENTINA-POST EVENT REPORT**

## **Introduction**

**Emitex**, **Simatex** and **Confemaq** are three events carried out simultaneously to present the whole range of textile and garment industry suppliers, from yarn to apparel production in the city of Buenos Aires, Argentina. This year, the fair was held from 10<sup>th</sup> to 13<sup>th</sup> April, 2018 at Costa Salguero Exhibition Centre in Buenos Aires. The Pakistani Pavilion was established in the fair by the Pakistani Embassy with the sponsorship of Trade development Authority of Pakistan (TDAP).

This synergic link between the three events enriches each fair and provides an accurate outlook of the proposals and news offered by the market. During the four days, it gathers the most important manufacturers of yarns and fabrics from all-around the world and match them with manufacturers of textile machinery for garments and suppliers and buyers of products and services. The brief introduction of the three fairs is as follows:

**Emitex** is the International Trade Fair of Suppliers for the Garment Industry and it is the most relevant fair for Pakistani textile manufacturers and suppliers; **Simatex** is the International Trade Fair of Textile Machinery and has little relevance for Pakistani companies unless they are interested in machinery purchases from South America and **Confemaq** is the International Trade Fair of Garment Machinery. All the three events are organized by **Messe Frankfurt Argentina** with the support and patronage of Mundo Textile magazine. The most outstanding suppliers of the textile and garment industry gather in this event which combines three exhibitions:

**Emitex** is considered an undisputed referent in terms of supplies for the garment industry in South America since that, one edition after the other, it presents the latest developments in fibres and yarns; woven and knitted fabrics; trims and accessories; services for the apparel industry; digital printing and sublimation of fabrics and software.

**Simatex** congregates the main manufacturers of technology for showing the new equipment for: spinning; woven fabric, knitted fabric and hosiery; nonwoven; textile finishing; plant operations; testing and measuring; recycling and services for textile industry. It also presents software, dyestuffs and chemicals.

**Confemaq** gathers the most outstanding equipment manufacturers for: cut and spreading; sewing; screen-printing and digital printing of clothes; embroidery and monogramming; clothes laundry and finishing; ironing and fusing; product ID and clothes labelling, among others. Besides, the range extends to software solutions.

## **PAKISTAN TEXTILE COMPANIES PARTICIPATION AT EMITEX FAIR**

Six Pakistani companies opted to participate in this fair. Four companies were selected to participate this year by TDAP, Faisalabad at this important Fair. The Commercial section organized the entire setting up of Pakistan Pavilion which housed four Pakistani government sponsored companies. However, full support was provided by the Commercial Section to the other two companies from Pakistan who were participating in their individual capacity. The Emerging Pakistan theme and design was provided to the Fair Authorities as per instructions of the Ministry of Commerce. All the stalls in the Pakistani Pavilion

have Emerging Pakistan logo. The Commercial Counsellor took care of the visa issues, customs issues and management issues.

It has been observed that the Embassy of Argentina in Pakistan is strict about granting visas to Pakistani businessmen and this affects our trade promotion efforts adversely. They require at least 45 days processing the applications. It is recommended that in future, selected companies must apply for Argentina visa at least two to three months before the start of the event.

### **Pakistan Pavilion at the Emitex fair**

The details of Pakistani companies that participated in the fair are as follows:-

- a. **Sapphire Textile Group**- They deal with all kinds of textiles- they have integrated units and have Spinning, weaving, dyeing and printing facilities. They were able to showcase fabrics as well as Ready to made (RTM) garments. Their stall was visited by many customers from Argentina.
- b. **Kohinoor Group**- They deal with fabric as well as stitched garments RTG (Ready to go and Ready to made garments). They were participating in their individual capacity. They had a big size stall and were represented by four persons including one local agent.
- c. **Fazal Cloth Mills**- They deal with yarn and fabrics and are already supplying grey cloth to some manufacturers in Argentina. They were TDAP sponsored and was represented by only one manager from Pakistan.
- d. **K.B Enterprises**- They deal with home textiles- robes, towels and ward robe items. This company had very interesting products for the Argentina market and was visited by many buyers. Home textile is a very thriving business in Argentina.
- e. **Interloop Textile Group** – They are Socks specialist and one of the biggest socks manufacturers in the world. They are already making exports to Europe and USA. The Commercial Section is introducing their product for supermarkets in Chile and Argentina. The company representative met many visitors, and it remained a very busy stall.
- f. **Adamjee Group**- They deal with Grey Cloth and stitched fabrics. . They had also invited their local agent who remained at their stall during the four days. They were represented by two managers from Pakistan.

### **B2B Business match making by Commercial Section during Emitex**

During the month of March, the Commercial Section was engaged in arranging B2B business meetings for these textile companies so they can profit maximally from this visit to Argentina. The textile buyers of Argentina were contacted and invited to visit the Pakistan Pavilion during the fair in April 2018. The Following companies have been matched to invite at the fair among others. Their contact details are available also in the pictures. Moreover, many of the participant companies in the fair did have the potential of becoming buyers of Pakistani products. Their list has also been provided in the Appendix-1.

- 1) *Lenen Sacs A Man.*
- 2) *Twill Denim*
- 3) *Indulaser S.A*
- 4) *R.F. Texture SRL*
- 5) *ADATEX ADAFYL.*
- 6) *FibralTex*
- 7) *Unitex Taller*
- 8) *Indumentaria Corporative*

9) *GLS, Fabrica de Prendas varias*

10) *REVERSIVA(www.reversiva.com.ar)*

## **SUPPORT FROM COMMERCIAL SECTION OF THE EMBASSY OF PAKISTAN, BUENOS AIRES, ARGENTINA**

During the four days of the fair, the Commercial Section engaged thoroughly with all the six companies from Pakistan. The samples and exhibition products of Kohinoor Group were detained by the Customs of Argentina but the problem was resolved with the efforts of the commercial Counsellor.

There were two translators hired by the Commercial Section for the Pakistani Pavilion as the main language in Argentina is Spanish, therefore many customers do not speak English. In addition, Pakistan Pavilion was provided tea, coffee, snacks etc by the Commercial Section during the four days for the light refreshment for themselves and their customers.

The Ambassador of Pakistan, H.E Ayaz Muhammad Khan visited the Pakistani Pavilion on the first day of the exhibition and invited all the representatives from the six companies for dinner on the last date of the fair. The exhibitors explained to the Ambassador their visa experiences and also their event experiences during the dinner.

Overall, the event was a success for Pakistani companies. They were able to look into the Argentina textile market, get clues on the local market culture and clothing pattern and made important contacts for future business. They also became familiarized with the working of the Commercial Section and were glad to know that the local staff here can help them with follow-up enquiries in Spanish and can help in closing their business with Argentina companies.























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**Javier Chonchol**  
Gerente Comercial

CEL: 011 15 3418 4132      Depósito y Remesa  
MAD      Mercado Valparaíso 1885 CH142000  
jchonchol@rftexture.com.ar      C.A.B.A. - Argentina  
www.rftexture.com.ar      Tel/Fax: 4554 2229

RFTEXTURE@RFTEXTURE.COM.AR  
WWW.TELAS-TECNICAS.COM.AR

**Ing. Esquivel M. Azar**  
Gerente Comercial

Tel. + 54 11 4505 2177  
Fax. + 54 11 4505 0818  
Comisaría 3049 - Outback  
B11702BNJ - Buenos Aires  
azar@fibraltex.com.ar  
www.fibraltex.com.ar

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twilldenim.com



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twill & denim s.a. - LARREA 686  
(C1030AAN) Cap. Fed. - TEL/FAX: 4962-3152 / 7405

e-mail: [twilldenim@twilldenim.com](mailto:twilldenim@twilldenim.com) [www.twilldenim.com](http://www.twilldenim.com)











**Artel Marco Muller**  
Director Industrial

Rua Marco Muller, 45  
13122-900 Jussara, SP - Brasil  
☎ +55 13 2107-2300  
☎ +55 13 2107-2300  
✉ [artel@adaptil.com.br](mailto:artel@adaptil.com.br)

## INDULASER

Grabado láser: sobre denim, gabardina, punko, pu.

☎ 4567 - 3029

📍 Bermúdez 1465 - CABA

✉ [indulaser.dfs@gmail.com](mailto:indulaser.dfs@gmail.com)

🌐 [indulaser.tex](http://indulaser.tex)













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Grafo70 Tavex

twill & denim s.a. - LARREA 056  
(C1030AAN) Cap. Fed. - TEL/FAX: 4962-3152 / 7405  
e-mail: [twilldenim@twilldenim.com](mailto:twilldenim@twilldenim.com) [www.twilldenim.com](http://www.twilldenim.com)