

ACTIVITIES OF THE ASSOCIATION FOR THE MONTH OF MARCH 2024

1. RENEWAL OF MEMBERSHIP WITH THE ASSOCIATION

After constant follow up and persona visits, the Association received Membership Renewals from Members in various Categories during the month of March 2024 are as under-

Region	Primary	Associate	Agent / Distributor	Retailer	Total
Mumbai	6	3	-	-	9
Western	1	2	-	-	3
Southern	3	-	-	-	3
Northern	1	-	-	-	1
Eastern	0	-	-	-	0
Total	11	5	-	-	16

There are 455 Members whose Subscription for the current Financial Year is still pending. We have request those Members to send their Renewals at the earliest to avoid uninterrupted Services.

As a part of Membership Drive, the Association has decided to waive off the Admission Fee of Rs.1500/- from 3rd November 2023 till 31st March 2024. Since then the Association has received a Total of 434 New Members.

New Membership received in various Categories by the Association during the month of March 2024, are as under-

Region	Primary	Associate	Agent / Distributor	Retailer	Organisation	Total
Mumbai	18	16	-	1	-	35
Western	14	4	-	-	-	18
Southern	-	1	-	-	1	2
Northern	12	3	4	-	-	19
Eastern	3	2	1	-	-	6
Total	47	26	5	1	1	80

WESTERN REGIONAL OFFICE

The Western Regional Office of the Association has generated 3 New Members and the Gujarat Regional Office has generated 10 New Members and forwarded 1 Renewal during the Month of March 2024.

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NORTHERN REGIONAL OFFICE

The Northern Regional Office of the Association has generated 26 New Members and forwarded 2 Renewals during the month of March 2024.

SOUTHERN REGIONAL OFFICE

The Southern Regional Office of the Association has forwarded 1 Renewal received during the Month of March 2024.

2. CONCILIATION & ARBITRATION SUMMARY REPORT FOR THE MONTH OF MARCH 2024

MIS FOR THE PERIOD OF	MARCH'2024	
	No. of Files	Amount
Opening Total Cases pending resolution	1666	₹ 37,30,49,833
New Complaints	45	₹ 1,00,71,316
Complaints resolved fully in the Month	7	₹ 0
Amount Collected in the Month		₹ 25,28,445
Total Cases pending resolution as on month end	1704	₹ 38,05,92,704
Active Cases in Caution List	1177	₹ 25,39,17,016
Active Cases Not in Caution List pending resolution as on month end	527	₹ 12,66,75,688
Current Payment	19	₹ 10,98,370
Post Dated Cheque Received	2	₹ 14,30,075
Amount Collected in the Month	21	₹ 25,28,445

CMAI EVENTS

4TH EDITION OF THE CMAI FAB SHOW

The Association will be Organising the 4th Edition of the FAB Show from 15th to 17th April 2024 at the Bombay Exhibition Centre, Goregaon (East) Mumbai 400 063.

The Booking of the Show commenced on 11th December 2023. So far the Association has received Booking from 171 Exhibitors covering a Net Area of 5449 Sq Mtrs as against a Total Saleable Area of 8385 Sq Mtrs.

For Visitor Registration Click here <https://bit.ly/3uqitOp> FREE ENTRY FOR CMAI MEMBERS (2 BADGES PER COMPANY)

.....3/-

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15 | 16 | 17
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THE FAB SHOW
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ROAD SHOWS

The Association Organised Road Shows in Ludhiana on 21st March 2024 .

Mr Naveen Sainani, Chairman, FAB Show Sub Committee made the Presentation to 85 Members / Manufacturers and gave a brief of the Activities of the Association including the 4th Edition of the FAB Show.

The Presentation was well received by the Attendees.

.....4/-

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The Association also Organised Road Show at Itchalkaraji on 22nd March 2024.

Mr Naveen Sainani, Chairman, FAB Show Sub Committee made the Presentation to 875 Manufacturers and gave brief of the Activities of the Association including the 4th Edition of the FAB Show.



Shri Prakash Awate , Former Hon'ble Textile minister , Govt of Maharashtra who was Invited by the Association attended the Road Show and appreciated the efforts of the Association in organising the Road Show there.

ROAD SHOW AT INDORE

The Association also Organised Road Show at Indore on 27th March 2024 with the support of Indore Readymade garment Association. Mr Naveen Sainani, Chairman, FAB Show Sub Committee & Dr Ajoy Bhattacharya, Chairman, Gujarat Regional Committee attended and made a Presentation to Indore based Members / Manufatuers totalling to 70 Persons. The Show was well received by those attended.

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ROAD SHOW AT BENGALURU

The Association Organised a Road Show on 30th March 2024 in association with Bengaluru Apparel Manufacturers Association (BAMA) and South India Garment Association (SIGA) at the hotel Fairfield by Marriott Bangalore .



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Mr Prakash Parekh, Jt Chairman, FAB Sub Committee and Mr Rahul Mehta, Chief Mentor made Presentations on the same to 40 Top Garment Manufacturers / Distributors / Traders / Distributors who attended the said Show and confirmed their visit to the Show.

4TH EDITION OF VENDOR SOURCING FAIR

The Association has Postponed the 4th Edition of Vendor Sourcing Fair (VSF) which was scheduled to be held from 15th to 17th April 2024 at the Bombay Exhibition Centre, Goregaon (East) Mumbai 400 063. The Fresh Dates will be decided at a later date.

2ND NORTH INDIA GARMENT FAIR

The Association will be Organising the 2nd Edition of the North India Garment Fair (NIGF) from **11th to 13th June 2024 at Yashobhoomi (IICC), Sector 25, Dwarka, New Delhi - 110077.**

The Booking of the Fair commenced on 16th February 2024. So far the Association has received booking from 126 Exhibitors covering a Net Area of 3853 Sq Mtrs as against Total Saleable Area of 6759 Sqms



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TRADE MARK REGISTRY

We are delighted to inform you that we have received the Registration Certificate for the mark '' filed under Application no. 4943734 in class 16 & 41 in the name of The Clothing Manufacturers Association Of India.

The mark is registered and valid upto 13th April 2031 & 28th July 2031 respectively.

MEETINGS

A Joint Meeting with Prominent Associations with regard to New Textile Policy will be held on 11th March 2024 at Conference Room 1, Office of Industries Commissioner, 2nd Floor, Block 1-2, Udyog Bhawna, Gandhinagar.

We would like to inform you that Dr Ajoy Bhattacharya, Chairman, Gujarat Regional Committee, Surat will be attending the said Meeting on behalf of the Association.

Stakeholders' interaction on Vision 2047 – Textile Industry (21 March 2024)

A meeting regarding India-Korea CEPA upgrade negotiations has been scheduled on 15.03.2024 at 03:00 PM through Virtual Conference mode under the Chairpersonship of Trade Advisor, Ministry of Textiles.

Mr Rahul Mehta, Chief Mentor attend the said Meeting through VC on behalf of the Association.

Ministry of Textiles, Govt of India extended an Invitation for discussions on Vikasit Bharat. The Interaction was scheduled on **21st March 2024**, at Hall no VB-022 (Ground Floor), Vanijya Bhawan, New Delhi from 10:30 AM onwards. The Meeting was also on available on VC he detailed discussions were on various aspects such as

- Infrastructure, Technology & Investment,
- Labour, Productivity & Quality,
- Sustainability,
- Marketing & Brand Promotion and
- Research & Innovation

Mr Rahul Mehta, Chief Mentor attended the said Meeting convened by the Ministry of Textiles

REPRESENTATION ABOUT THE INCREASE OF WAGES IN ORISSA

Govt of Odisha, issued a Notification concerning the increase in Minimum Wages of workers at different Skill levels (LESI-LL1-III-0081-2017-2278/LESI) in Odisha. The Notification indicates a 28% increase in the Minimum Wages payable to Workers at different skill levels.

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The Association has sent a Representation to The Principal Secretary ,Industries Department , The Principal Secretary, Handlooms, Textiles & Handicrafts and Commissioner-cum-Secretary, Labour and ESI Department, Government of Odisha. stating that some of our leading members, have set up large manufacturing bases in the State of Odisha, and many others have Retail outlets, Distribution Centres, and other commercial establishments.

With the above in mind, the Association strongly believe that a sudden 28% increase in wages – which forms between 70% to 75% of the production cost of the Garment – will severely and adversely impact the Manufacturing activities in the Garmenting Sector in the State of Odisha. As such we urged the Govt of Odisha to reconsider and review their decision so as to meet the Government's objective of a fair and reasonable wage to the workers without a disastrous impact on the Industry.

RENEWAL OF AGREEMENT WITH P R AGENCY

The Association has renewed the Retainership Agreement of the PR Agency which expired on 31st of March 2024 for a Period of One more year.

MEDIA COVERAGE



Industry Outlook

CMAI
THE CLOTHING MANUFACTURERS ASSOCIATION OF INDIA

**MSME Payment Amendment Spurs Garment Sector Concerns
CMAI Submits Recommendations to Finance Minister**

India, February 6th, 2024 : The Clothing Manufacturers Association of India (CMAI) acknowledges the well-intentioned efforts of the Government of India in introducing the MSME Payment amendment to the Income Tax under Section 43 (b) (h), to address the challenges related to delayed and non-payment faced by the MSME sector.

While the government's intentions are commendable, the specific dynamics of the Textile Industry, particularly the Domestic Garment Industry, have resulted in significant adverse consequences due to the amendment.

Speaking about the consequences, Mr. Rajesh Mahand, President, CMAI, said, "The protracted issue of delayed payments within the MSME sector has long hindered its growth, and it is commendable that the Government has taken steps to tackle this systemic challenge. Despite the government's sincere efforts to alleviate the challenges faced by the MSME sector, the unique intricacies of the garment sector have given rise to apprehensions. Issues such as the cancellation of orders from retailers have started to emerge, raising concerns within the industry."

To address the issues and suggest solutions, CMAI has made a submission to the Hon'ble Minister of Finance and Corporate Affairs, Government of India, Shri. Nirmala Sitharaman. The submission explains the specific characteristics of the sector and puts forward recommendations to protect the interests of MSMEs in the industry.

Some of the inherent characteristics of the Garment Industry highlighted in the submission are:

The Garment Industry, being extremely fragmented and informal in nature, is highly dependent on intra-sector credit support extended among its players, and does not enjoy credit facilities provided by the formal Banking Sector.

The normal credit period in the industry ranges from 90 to 120 days, often extending to 180 days.

A major portion of the industry lies in the informal sector, which, though curtailed to some extent post the introduction of GST, is still a considerable force to reckon with, and a serious competitor to the smaller players in the formal sector.

Recommendations made by CMAI to further amend the Section are as follows:

1. Withhold the immediate implementation of the Amendment
2. Introduce the mandatory reduction in credit period over 3 years:
 - A maximum period of 90 days by 31st March 2025
 - A maximum period of 60 days by 31st March 2026
 - A maximum period of 45 days by 31st March 2027.
3. Exempt payments from one MSME Member to another MSME Member from the ambit of this amendment.

A thoughtful transition to reform the credit structure, with a reduced period of 45 days, would be more beneficial suggested CMAI. This approach aims to enhance efficiency and financial stability without risking the closure of small units. Genuine and reliable buyers, with positive intentions, may gradually adapt their business models to the shortened credit period, fostering a more transparent and compliant business environment under Section 43(b)(h).

56 **January 2024** • March 2024

Apparel retailers see demand pickup soon

After a tepid festive season and winter, the next two quarters are key

By **Sumit Chandra**
www.bhaskar.com
NEW DELHI

Apparel retailers expect demand to pick up over the next two quarters, after witnessing slow sales in the festive season and winter.

A tepid wedding season coupled with a winter lull has dampened demand for clothing and evening wear. Consumers are also spending on other discretionary categories such as electronics, and dining out rather than on clothing and electronics.

"2023 was a challenging year for apparel because after a long time, that is, two months of lockdown, consumers went back to mall and bought a lot. As a result, their wardrobes were more or less full. As a result, after covid, clothing is no longer status symbol. Clothing is a category is now competing with other discretionary products such as electronics and other home-linked EMIs and, therefore, we see low demand for the category," said Rahul Mehra, chief executive, Clothing Manufacturers Association of India (CMAI).

Mehra added that demand is expected to remain muted in the ongoing fiscal year as well. "May be in the next year, the cycle will turn," he said.

Apparel and footwear sales in FY23 were down 8.3% after posting a strong growth of 26.6% in FY22, according to the private retail consumption expenditure data released last month by the government for FY23.

Meanwhile, a deluge of winter in the month of December also led to an inventory pile-up for clothing brands. "End of season was 0%—the entire industry was sitting on lot of inventory. We had to do a lot of getting rid of it. We couldn't really see the weather changing, however, it started to rain in January. But by then, everyone had commenced sales,



Retail sales grew 7% in the months of October and November year-on-year.

There, probably, was a lot of brands that did not sell," said Sanjeev Walshankar, co-suliant, Kifer Zones, part of Ivoval Brands Clothing Ltd.

Walshankar, however, said demand for summer clothing is reporting an uptick already, with many store partners associated with the inventory build-up for the season.

"For the last four quarters, growth in the

we are correct, we had a very good festive season and even the wedding season was very good for us. We don't have an inventory issue because we managed our inventory very well. We are eagerly waiting for the summer season to kick in," said Anshu Narayan, CEO, Tania, an ethnic wear brand under the Titan Co.

Retail sales grew 7% in the months of October and November when compared to a year ago, according to the Retail Business Survey by the Institute of Brand Management (IBM) released in December 2023. Retail sales were up 5% in January this year, IBM said, adding that consumer demand for apparel and elec-

tronics remained muted. "Retailers had anticipated double-digit sales growth during the Pujā and Diwali season in October and November 2023, however, the sales growth has been muted for many retailers. Many retailers, especially in the apparel category, only grew over last year because of new store openings and online sales," IBM said then.

MUTED WINTER

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<https://cirrus.co.in/cirrus/onlineArticleView.action?articleid=18197792691>

<https://www.livemint.com/industry/retail/apparel-retailers-await-recovery-in-demand-after-a-dull-festive-season-and-weak-winters-11709554636269.html>

<https://www.livemint.com/industry/retail/apparel-retailers-await-recovery-in-demand-after-a-dull-festive-season-and-weak-winters-11709554636269.html>

India signs free trade agreement with European Free Trade Association; 'win-win situation for all nations,' says PM Modi

<https://timesofindia.indiatimes.com/business/india-business/india-signs-free-trade-agreement-with-european-free-trade-association-win-win-situation-for-all-nations-says-pm-modi/articleshow/108364353.cms>

<https://timesofindia.onelink.me/mjFd/toisupershare>

Date	Subject	Particulars
Circulars (Email, Website & WhatsApp to All Members)		
08th March 2024	Cir No. 48 / M-3 / 2024	Cir No. 48 / M-3 / 2024 -ACTIVITIES OF THE ASSOCIATION FOR THE MONTH OF FEBRUARY 2024
22nd March 2024	Cir No. 49 / M-11 / 2024	Cir No. 49 / M-11 / 2024 - INSERTION OF CLAUSE (H) TO SECTION 43- B OF THE INCOME TAX ACT
Social Media Posts (Facebook, Instagram, LinkedIN, Twitter, WhatsApp & YouTube)		
4th March 2024	CONCILIATION & ARBITRATION	KB CLOTHING - LUDHIANA, PUNJAB
5th March 2024	4TH VENDOR SOURCING FAIR	VISITOR REGISTRAION
5th March 2024	CONCILIATION & ARBITRATION	Collection Report for the Period 27.01.2024 to 29.02.202
6th March 2024	CONCILIATION & ARBITRATION	Statewise Caution List as on 29th February 2024

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7th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	STALL BOOKING OPEN
8th March 2024	4TH VENDOR SOURCING FAIR	STALL BOOKING OPEN
11th March 2024	CONCILIATION & ARBITRATION	AGENT - NARESH RAMANI - JABALPUR, M. P
12th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	STALL BOOKING OPEN
13th March 2024	CONCILIATION & ARBITRATION	SUNITA WESTERN WEAR - BORIVALI, MUMBAI
14th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION
16th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION
16th March 2024	CONCILIATION & ARBITRATION	MAITRIN LADIES & KIDS BOUTIQUE / MAITRIN BOUTIQUE - OSMANABAD, MAHARASHTRA
19th March 2024	CONCILIATION & ARBITRATION	HARI OM CLOTH STORES / RENUKA SAREES
19th March 2024	4TH VENDOR SOURCING FAIR	STALL BOOKING OPEN
19th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION
20th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION
21st March 2024	CONCILIATION & ARBITRATION	DWARKA / DWARKA GARMENTS NX - PUNE, MAHARASHTRA
22nd March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION
22th March 2024	CONCILIATION & ARBITRATION	State-wise Caution List as on 29.02.2024
25th March 2024	HAPPY HOLI	HAPPY HOLI
27th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION

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27th March 2024	CONCILIATION & ARBITRATION	NAKSHATRA COLLECTIONS - MALUR / NAKSHATRA COLLECTIONS - MANDYA, KARNATAKA NAKSHATRA COLLECTIONS - MALUR
28th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	4TH CMAI FAB SHOW - ROAD SHOW HELD ON 27TH MARCH 2024, INDORE
29th March 2024	4TH FAB SHOW (FABRICS, ACCESSORIES & BEYOND SHOW)	VISITOR REGISTRAION
30th March 2024	NORTH INDIA GARMENT FAIR	STALL BOOKING OPEN
30th March 2024	CONCILIATION & ARBITRATION	STAR COLOURS / THE WHITE HOUSE - MADURAI, TAMIL NADU STAR COLOURS

Weekly Newsletter (Email, WhatsApp & Website)

4th March 2024	eNews Vol. 13 No. 10	Business News related to Domestic and International Garment Industry for the period prior to 4th March 2024
11th March 2024	eNews Vol. 13 No. 11	Business News related to Domestic and International Garment Industry for the period prior to 11th March 2024
18th March 2024	eNews Vol. 13 No. 12	Business News related to Domestic and International Garment Industry for the period prior to 18th March 2024
25th March 2024	eNews Vol. 13 No. 13	Business News related to Domestic and International Garment Industry for the period prior to 25th March 2024

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