

## Korea to set up Garment Tech Centre in Pakistan

Korea is to set up a Garment Technology Training Centre in Pakistan and the Korean government had already sanctioned \$100 million for the project, said Consul General of South Korea in Karachi, Mr In Ki LEE .

He said Pakistan is a very important country in terms of cotton production as it ranks fourth in terms of world production. The textile industry is one of the corner stones of the economy with Pakistan being ranked the 12<sup>th</sup> exporting country of textile products. Furthermore, Pakistan had taken far reaching steps to ensure the textile industry keeps growing in leaps and bounds.

South Korea over the decades had accumulated vast reservoirs of knowledge about the textile industry regarding sophisticated and state-of-the-art garment technology along with human resource development. Keeping in view this fact the Pakistani government requested the Korean government to establish a Garment Technology Training Center dedicated to the professional training of core engineering in the textile industry.

The training center for vocational education and technology will conduct professional training to develop skilled workers in five areas including garment technology, knitwear technology, apparel marketing, and supervision & operating of sewing machine. It will also be involved in the development of textbooks and employment of training professionals.

## Textile sector to spend \$800 million on import of

The import of 200,000 cotton bales from India is in the doldrums as Indian government has imposed an export duty on the produce, besides the Indian lint prices witnessed an increase on higher demand as Rs 7,960 per 100 kilogram, said Shakeel Ahmad a member Karachi Cotton Association.

He said Pakistan's textile sector would have to bear a burden of around \$800 million for import of cotton to fulfil its immediate requirements of the produce. Pakistan produced around 12.69 million bales during outgoing crop season 2009-10, while the textile sector's total need is 15 million cotton bales. Lint stocks in the country stands at around 125,000 bales, while there is a wide gap of around 3 million cotton bales in the country against the requirements.

Indian cotton prices increased around 27% and there is a possibility of cancellation of Pakistani orders on the basis of difference in import price

Ahmad further maintained that Indian traders are in habit to ask difference even on confirmed import orders and this happened twice when Pakistani importers faced their unlawful demand in past. Pakistan has so far imported around 1.0 million cotton bales from India at an average import price of Rs 5800 per 100 kilograms while remaining orders for almost 200,000 bales were in doldrums. The clash of short-term negative supply fundamentals and the outlook for lower production and a sharp drop in stocks for the 2009-2010 outgoing season also give impetus to volatile cotton prices in the country.

The lint price will further rise in view of rising prices of cotton in the international market and price brunt will be bore by the country's textile sector. In international market, the lint price was 80-81 cents per pound on April 15, 2010 with an increase of 6 cents per pound.

## Textile sector seeks 5% rebate on yarn purchases

A round table conference of value added textile sector has recommended that the government should give local industry a 3% to 5% rebate on yarn purchased from the local suppliers.

In order to save the value-added textile sector the government would review quota of 35,000 tonnes on yarn export, said Mirza Ikhtiar Baig, Federal Advisor, Ministry of Textile at the conference organized by the Pakistan Denim Manufacturers and Exporters Association.

The conference observed that the cotton price in the international market has increased by 22% whereas in Pakistan it increased by 75% due to short supply. Baig said he has suggested duty free import of polyester yarn in line with duty free import of cotton yarn for the exports. Six major European countries were willing to give duty free market access and preferential tariff rates to Pakistan.

## Textile sector faces dilemma due cap on yarn imports

Textile entrepreneurs from spinning to value chain are in a dilemma as even after cap on yarn export; the availability of yarn is still a major issue due to shortage of

domestic cotton while import at \$0.80 a pound is not feasible.

According to official statistics Pakistan produced 12.636 million bales of cotton this year against the confirmed industry requirement of 16 million bales. Out of this 0.975 million bales have been exported, leaving the industry with 11.661 million bales. APTMA confirmed that its members have up till now imported 0.563 million bales and the industry still needs 3.775 million bales to meet both the local and export demand.

Chairman APTMA (Punjab) Ejaz Gohar said importing cotton at \$0.80 per pound was not feasible as the exports at these rates might be possible but the local disposal of yarn at the rates demanded by the clothing sector was not possible.

He said by capping the yarn exports to 35,000 tonnes a month the government has tinkered with the open market. He said the spinners cannot subsidize yarn for the clothing sector. If the government had sympathy with the value-added sector it should provide subsidy from its own resources.

Former Chairman Pakistan Hosiery Manufacturers Association, M I Khurram said the value-added clothing sector was trapped by some non-serious players in the field that had put the future of entire textile industry in jeopardy.

He said some clothing sector elements misguided the government that the spinners had engineered yarn rates. The economic managers fell into the trap without realizing that the cotton rates in the country had increased from Rs 3,200 per maund in July 2009 to Rs 6,100 per maund now.

At the same time, the global cotton rates had reached a peak of 0.80 cent in April. The yarn prices were bound to go up on the basis of high cotton rates. Khurram further said the clothing sector should have negotiated higher rates of their apparel from the foreign buyers in the wake of worldwide increase in cotton and yarn rates.

## Textile sector earnings grow to Rs 4.5 bn during six months

Pakistan's textile sector earnings grew 85% to Rs 4.5 billion in the first half of the current fiscal year. JS Global Capital believes that developments in the textile policy, especially the mark-up rate facility, will relieve the pressure of the financial cost and help the textile industry grow even further. The sectors sales surged by 15% to Rs 121.1 billion in the first half of

fiscal year 2010 compared to the same period last year. The sales grew because export-based revenue increased and the rupee depreciated.

The spinning sector posted earnings of Rs 1.39 billion compared to a loss of Rs 412 million in the same period last year. The weaving and composite sectors also improved their earnings by 39% and 8% respectively. The spinning sector's growth was mainly due to excessive yarn export. However, this was a one-off phenomenon and will not continue in the future, said JS Global Capital Analyst Rabia Tariq.

The government has set a target of 14 million bales of cotton for the next fiscal year and world cotton production is expected to increase by 10%. Most textile companies in the country now generate their own power for production as public power supply has been inadequate.

Gross margins of the textile sector, owing to escalating input prices, deteriorated by 195 basis points. Six-month KIBOR (Karachi Interbank Offered Rate) during this period averaged 12.5% (down by 213 bps). As a result, the sector registered earnings growth of 85% to Rs 4.5 billion.

## Growth in raw cotton, yarn pushes up textile exports

Country's textile exports showed signs of recovery on the back of phenomenal growth in raw cotton and yarn but the value-added segments continued reeling in the first nine months of the current fiscal year.

According to Federal Bureau of Statistics textile products exports totalled \$7.597 billion in July-March of the current financial year against \$7.190 billion in the same period of last year, registering 5.66% growth.

Growth in overall textile exports was triggered by a phenomenal growth in the raw cotton increasing 141.59%, cotton yarn going up by 28.96% and yarn other than cotton yarn growing 102% during the period under review. The rise in raw cotton and yarn export could have negative long-term negative implications. "The current trend of exporting raw material will hamper the growth of value addition in future.

On the other hand, the other export products in textile category either fell or posted considerably nominal growth, especially the value-added textile products

depicted dismal show during the said months. Cotton cloth exports were down 13.42% to \$1.307 billion in the first nine months against 1.509 billion in the same period of the last year.

Experts attributed the significant growth in raw cotton and yarn exports to huge demand in international markets due to domestic lower prices. The major importer of Pakistani cotton was China during the period. Low cotton production in China resulted in high imports of cotton yarn from Pakistan. Experts also believed that the overall growth in textile sector was due to revival in global demand.

Product-wise analysis revealed that exports of cotton yarn and readymade garments registered growth by 28.96% and 4.21% to \$1.07 billion and \$953.1 million, respectively. The exports of cotton cloth fell 13.42% to \$1.3 billion, knitwear 1.94% to \$1.29 billion, and bed wear exports dropped by 1.45% to \$1.25 billion.

The government in its last textile policy has estimated that the exports of the sector will increase to \$25 billion in next three years. Considering slowdown in the economy the government estimates put current fiscal year's exports at around \$10 billion.

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### Rs 2.2 billion paid for R&D to 1,146 textile units

The Ministry of Textile has disbursed Rs 2.2 billion among 1146 registered units on submission of their research and development (R&D) claims. Government had earmarked Rs 5.6 billion for R&D. To claim R&D dues it was mandatory to register all textile units with the Ministry of Textile.

Ministry of Textile sources said that the Finance Ministry had released Rs 1.2 billion as the first installment for R&D, which was distributed among 200 registered units. The Finance Ministry released Rs 1 billion to disburse the amount among the qualified and registered units.

Around 10,000 exporters' R&D claims are pending, but only 1146, registered with the R&D Cell of the Ministry of Textile have been assured reimbursement. Registration process of textile units is underway and so far about 5500 units have filed the forms on-line. The Ministry has evolved a three-tier scrutiny system for checking the forms which are forwarded by the associations after verification.

### Ministry refuses to pay compensatory rebate to spinners

The Ministry of Textile Industry has refused to pay the 2% compensatory rebate to the spinners on local sale in lieu of the quota restriction on the export of cotton yarn, as committed by the then Finance Minister at the time of imposition of quota restriction on cotton yarn export.

The Commerce Ministry had imposed quota of some 50,000 tonnes per month on the export of cotton yarn on the demand of value-added textile sector, the then Finance Minister Shaukat Tarin had assured the spinning sector of some incentives for sale of the commodity to the local textile industry.

Shaukat Tarin, in a meeting with spinners at Governor House, Lahore committed to All Pakistan Textile Mills Association that 2% compensatory support would be given to the spinners on their domestic sale of the commodity, adding that his ministry has already reserved some Rs 5 billion for the purpose.

At that time Textile Minister Rana Farooq, reportedly the chief supporter of value-added textile sector opposed the idea of compensation to the spinning sector. Now, when Shaukat Tarin is no more holding the Finance Ministry, the Ministry of Textile Industry has flatly refused to pay the 2% compensatory rebate to spinning sector.

The Ministry officials have informed the representatives of spinning sector that there is no such approval and allocation for the compensation. Acting chairman APTMA Shahzad Ahmed also confirmed that they are not getting any incentive against the quota restriction imposed by the ministry of commerce in favour of textile sector.

According to the Ministry of Textile officials, the proposal to give compensation was not approved by the Cabinet Committee on Textile. The government has further restricted cotton yarn export by reducing quota from 50,000 tonnes to 35,000 tonnes per month instead of giving relief to the spinning sector, which is on the course of recovery after facing two years of crisis.

### 35 million kg yarn exported during March

The country has exported 35 million kg yarn during March not exceeding the quota fixed by the government to meet the demand of local textile industry. The yarn export remained on the higher side, i.e. about 461 million-kg during last eight months (July-February) against 333 million-kg in corresponding period of last year, registering an increase of 40%.

The crisis-like created scarcity in the market, which compelled the government to impose quantitative restriction on the export of yarn and it clamped ban on the export of yarn exceeding 35 million-kg per month till June 2010 to protect the local value-added sector.

To keep check on the commodity export, the government had authorized Trade Development Authority of Pakistan (TDAP) to monitor the export of yarn. Sources in the Textile Ministry revealed that a quantity of 1.6 million kg was exported as value added yarn on a price equal or higher than \$3.5 per kg. An additional quantity of 3 million kg yarn was exported on account of court orders for units required to export under various government schemes.

### Pakistan eyeing \$ 10 billion textile exports

The government was targeting over \$10 billion of exports of textiles and garments made-ups in the successive years, said Federal Advisor on Textile, Dr. Mirza Ikhtiar Baig. He said that textile and garments are two of Pakistan's principal industries contributing more than 67% to total export earnings, accounting for around 46% of total manufacturing and employ-

ing over 38% of the manufacturing labour force.

To support investment for upgrading textiles machinery and technology, the government has issued Technology Up-gradation Support' Order 2010 and has allocated Rs 40 billion towards various incentives allowed in the new Textile Policy 2009-14. These included the opening of export marketing offices and warehouses abroad, 50% reimbursement of 3 foreign staff, 50% payment of one year rental and 50% subsidy for the acquisitions of brands and franchises.

### Government to give 50% mark-up support for new investment in textile

The Federal government would give 50% mark-up support for new investments in machinery and technology, and 20% grant of capital cost for establishment of new plants in textile sector.

According to a notification, No 3(18)TID/10-P-I, issued by the Ministry of Textile Industries, this order will cover whole of Pakistan for five years, from September 1, 2009 to June 30, 2014. Disbursements under 'Technology Up-gradation Support Order' will continue for the duration of loans obtained till June 30, 2014 and this facility will be administered by commercial banks and DFIs.

Under the Support program, for projects exceeding investment of Rs 10 million in machinery or technology, the Federal Government will pick up 50% of mark-up, subject to maximum 5 percentage points per annum, whichever is less. In addition, for projects with investment in machinery and technology not exceeding Rs 10 million, the Federal government may provide grant up to 20% of capital cost, for new plant and machinery only as 'Investment Support'.

This support will be available to SMEs as defined under the SBP Prudential Regulations for SMEs. According to the notification, the repayment period will not exceed ten years, including grace period, as may be allowed by the State Bank of Pakistan, and the investment support will be provided to existing and new textiles units registered with Ministry of Textile Industry.

### Textile export target likely to be missed by \$1.5 billion

The textile export target of \$10.5 billion, set for 2009-10, is likely to be missed by \$1.5 billion, following yarn shortage, increase in electricity and gas tariff, and

unscheduled load shedding. Sources in the textile industry said that an estimated target of \$3.8 billion was fixed for apparels export, which is likely to touch \$3 billion, registering a shortfall of \$0.8 billion. Similarly, estimated export target of \$5.2 billion was set for other value-added sectors including fabrics, home textiles, towels, etc, which will touch \$4.2 billion and an estimated export target of \$1.5 billion was set for other raw material associated with the cotton sector. Due to shortage and high prices of yarn in the local market, coupled with increase in electricity and gas prices, it seems difficult to achieve the desired targets.

Chairman of Pakistan Cotton Fashion Apparel Manufacturers and Exporters Association, Dr Shahzad Arshad, said that the initial total export target was \$22 billion, but later it was reduced by the government to \$18 billion, of which textile sector contributes more than 60%.

He said that Pakistan missed the apparel export target for Christmas and, if measures were not taken to ensure availability of raw material, there would be a further shortfall in meeting Pakistani apparel export targets. Value-added garments sector including home made textile, towels, bedwear and fabrics was expecting orders of about \$4 billion for spring 2010, against orders of about \$3 billion placed last year. However, due to shortage of raw material and unbridled increase in gas and electricity prices, the exporters have been unable to meet expectations.

### Spinners demand ban on export of raw cotton

390 spinning mills of the country have demanded ban on export of raw cotton as the spinning sector is already short of 3.3 million bales for running the mills during financial year 2010-2011.

Mian Fraz Alam, Vice Chairman FPCCI Standing Committee on Textile said that the Textile Ministry is ignoring the spinning sector as it is quite illogical that the government should fix quota on the export of cotton yarn and place no restrictions on the export of raw cotton.

The spinners have made massive investments to modernise and expand their spinning units during the past decade. The spinning units need at least 16 million cotton bales to be economical whereas this year's crop size has been 12.7 million bales.

The traders have already exported 1 million bales, but still the government has not placed any quota on the export of raw cotton and have ignored the biggest com-

ponent of the textile sector, which are the spinning mills.

Fraz emphasized that spinners have been short of export orders for past five years. It is only this season that they were in a position to make up their losses by getting export orders based on higher cotton prices.

They have also increased rates for local supplies as well due to high prices of raw cotton. For the domestic value added textile sector like apparel, knitwear, cottage industry, power looms, clothing etc, there is no shortage of yarn, only price is the issue which is still below the international parity.

Fraz suggested that the government should subsidize the value added sector from its own pocket and not at the expense of spinning industry, so that free market mechanism should not be disturbed.

He further suggested that the government should take proper measures to enhance cotton production that has been stagnant for past many years. India has more than doubled its cotton production while our cotton production has decreased from 16 million bales to 13 million bales. He said that the government should consult all components of the textile sector before presenting the Federal Budget 2010-2011.

### Cotton shortage increases yarn demand and prices

Yarn prices rose to their pre-quota level of Rs100-Rs104 per pound (20 single counts) from Rs.95-Rs96 against the backdrop of shortage of cotton in the local market and spinners' reluctance to import yarn because of uncertain conditions.

Official sources said that the government continues to make efforts for reconciliation between spinners and value-added textile sector, which are at

loggerhead over the capping of monthly yarn export quota at 35,000 tonnes from 50,000 tonnes. Spinners demand that the quota should be lifted, while value-added sector wants it to stay to ensure availability of yarn at lower rates.

Ejaz Gohar, Chairman of All Pakistan Textile Mills Association Punjab, said millers opened some letter of credits for cotton import in December 2009, but the bulk of orders, which had to be placed in January-March 2010 quarter, were withheld due to the uncertain market conditions. He predicted tough times for the value-added sector from mid-April to June when 70% of the mills would be without cotton.

Pakistan Readymade Garments Manufacturers and Exporters Associations former Chairman, Pervaiz Hanif, blamed the wrong government planning for the crisis. He regretted that although the government knew that the cotton production in the country was short, it allowed export of almost 800,000 bales of cotton. The Trading Corporation of Pakistan should have intervened in the market to boost cotton rates and prevent its exports.

### APTMA demands equitable distribution of gas

Leading textile associations of the country have demanded, across country, sharing of the current gas shortage. Unjust and unfair burdening of single textile sector or specific areas would create distortions and discontentment among the people. These views were expressed by the participants of an emergent meeting held at Pakistan Textile Exporters Associations.

The participants meeting vehemently condemned inequitable distribution of gas shortage among the various gas using sectors. They said that gas shortage was, in fact, only 600mmcuf, which if distributed on equity basis would result a minor share for every sector. However, the gas authorities were targeting the textile sector only, which was already reeling under high cost of electricity tariff and over head charges, raising the cost of Pakistani textile goods exorbitantly and reducing its in-compatibility in international markets.

Chairman Pakistan Textile Exporters Association, Shakeel Ansari said that the government should be made aware of this situation. Discriminatory gas shedding for Punjab only would have disastrous repercussions for the textile industry of the country which was the back bone of the economy and also major foreign exchange earning sector. The closure of textile industry would cause unemployment and joblessness.

Khurram Mukhtar, Chairman Pakistan Textile Exporters Association expressing their views that government that it should spread the gas shortage across the board on all sectors without any discrimination, which would be tolerable and acceptable to all. They further suggested that a committee of representatives of textile industry should be constituted to tackle this issue at highest level with the government for a just solution of the problem.

### Govt to announce technology up-gradation scheme

Under the aegis of the Textile Policy 2009-14, the Federal government of Pakistan will announce an incentive scheme to invest in new machinery and technology, under the 'Technology Up-gradation' Scheme' and has allocated funds for the same for the current fiscal year, said, Mr Anwar Ahmed Tata, President of All Pakistan Textile Mills Association (APTMA).

He said this scheme will have a validity period starting from September 2009, and will remain valid up to June 2014. The scheme covers most of the machinery and equipment used in the textile value-chain and will prove to be immensely beneficial for the sector to maintain its competitiveness.

This scheme has proved to be immensely successful in neighbouring India, where the various segments within the textile value-chain took it as an opportunity to improve quality and productivity. However the same type of scheme failed to attract interest in Indonesia, due to which the government withdrew the scheme, last month.

### Banks extend 41% credit to textile sector

Banks have extended credit amounting to Rs 138.4 billion to the private sector during July 1, 2009 to March 20, 2010 compared with Rs 106.9 billion provided in the same period last year. This was disclosed by the Deputy Governor, State Bank of Pakistan, Mr. Muhammad Kamran Shehzad while presiding over a meeting of the Private Sector Credit Advisory Council (PSCAC) at SBP, Karachi.

He said that about 63% of total credit has been availed for working capital while 37% for fixed investment purposes (including textiles). Credit flow has expanded mainly to spinning, weaving and finishing of the textile.

Mr. Kamran said that SBP's efforts to facilitate exports have resulted in rise in banks' credit disbursement for export finance by Rs 26.2 billion during the second quarter (October - December) of FY10 in contrast with a decline of Rs 2.6 billion in the first quarter of FY10. Out of the total credit to manufacturing sector (Rs 92.4 billion) 41% to textile while spinning, weaving, finishing of textiles received Rs 38.0 billion.

### Textile industry earned \$9.7 billion forex during 2008-09,

Minister for Textile Industry Rana Muhammad Farooq Saeed Khan informed the National Assembly that major importers of Pakistani textile products are USA, European Union countries, UK, United Arab Emirates (UAE) and other Middle Eastern countries.

In a written reply to the house, he said \$9.7 billion foreign exchange was earned during 2008-09; \$10.8 billion

2007-08 and \$11.1 billion during 2006-07 through export of textile products. Under Rules of Business, trade is the domain of the Ministry of Commerce including exports.

Notwithstanding, the Ministry of Textile Industry has taken initiatives for enhancing exports of textile products. It included provision of duty drawback @3% on garments and payment of the outstanding claims of R&D support. Exports of cotton yarn have been restricted at 35 million kgs per month for all types of yarn for the next 4 months i.e. March 1 to June 30, 2010.

Other initiatives included continuation of LTFE Scheme by State Bank of Pakistan and initiation, continuation of Stitching Machine Operator Training (SMOT) Scheme and establishment of Garment Cities in Karachi, Lahore & Faisalabad and Textile City at Karachi. The government is picking cost of social security and EOBI expenses of the female workers employed by industry.

### Pakistan yarn and fabric suppliers keen to expand trade ties with China

Focusing on expanding business ties with China and to establish further contacts with international buyers, a large number of Pakistan yarn and fabric suppliers are taking part in 3-day international Yarn Expo. The organisers have allocated a separate space for Pakistan Zone for showcasing pure cotton, poly-cotton, organic cotton and core spun yarns.

These products can be applied for knitting/weaving, denim, hosiery, home-textiles, and apparels. Kashif N Shakoor, the Director of Gulistan Textile Mills who was regularly taking part in various exhibitions in China said that it has greatly helped in expanding his business with the Chinese and international traders. Gulistan Textile is doing good business with Chinese traders; this is evidence from the fact that in 2008-2009 they have dispatched over 100 containers of Fabric to China.

Ms Maera Mirza, the Export Executive of Eastern Market of Tata Textile mills said that she were exporting 80% of yarn to China, while remaining 20% to US, Europe, Turkey and other international buyers. Amer Beg of Suraj Cotton Mills and Ali Faisal Shams Textile Mills and over one dozen exhibitors from Pakistan who were taking part in Yarn Expo expressed confidence that by taking part in this international exhibition, they could find a large number of Chinese as well as international buyers. ♦