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# India Products

December 2015

## Paper mache gift items

Buyer's Guide  
Manufacturing trends  
plus product gallery  
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### Product news

Lace trimming **8**

Analyst's Choice **11**



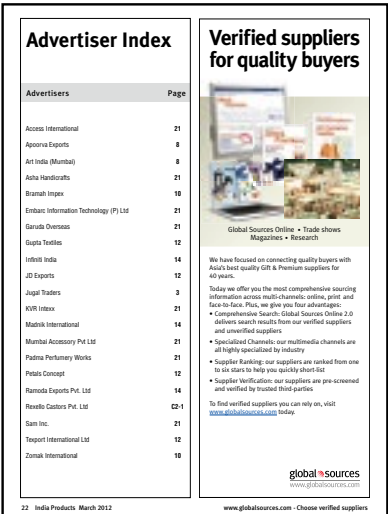
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## How to navigate the magazine

**Table of Contents**  
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**Advertiser Index**  
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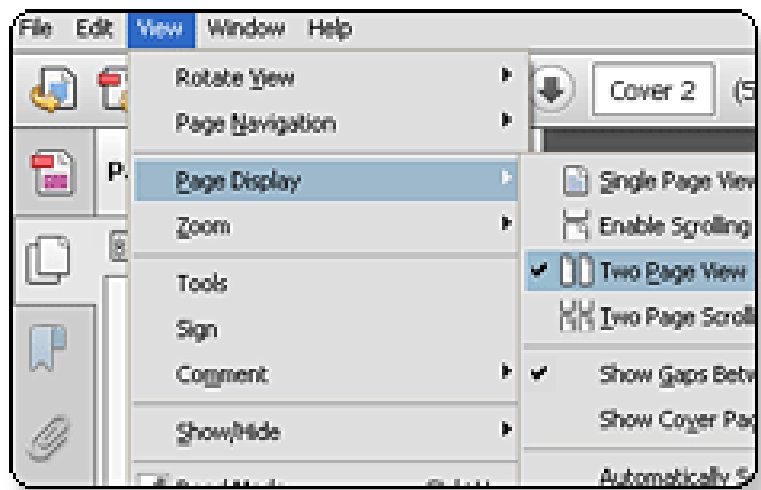
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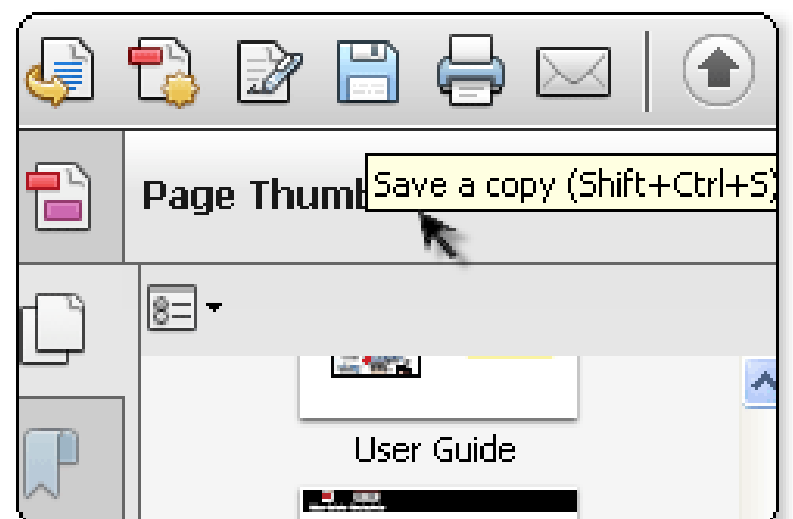
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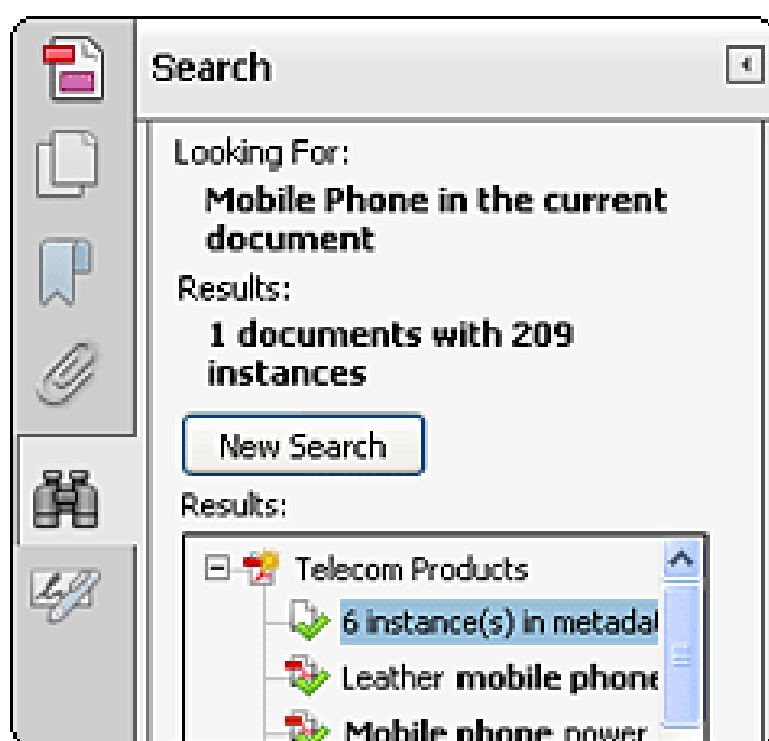
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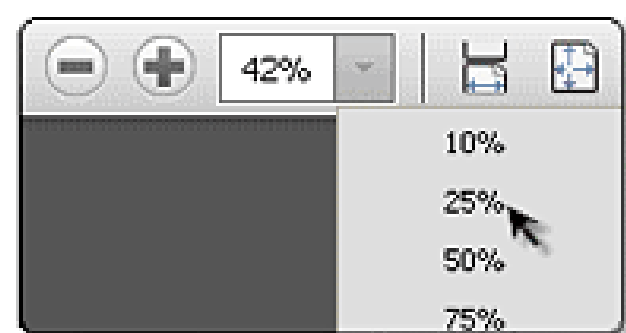
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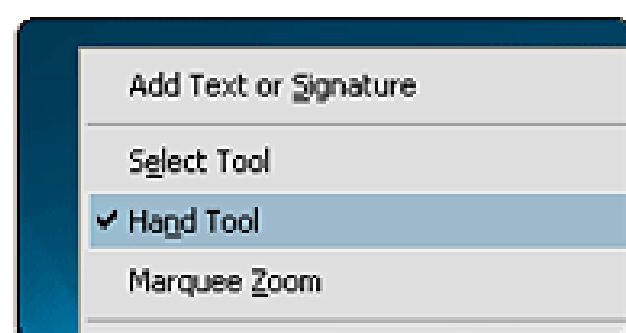


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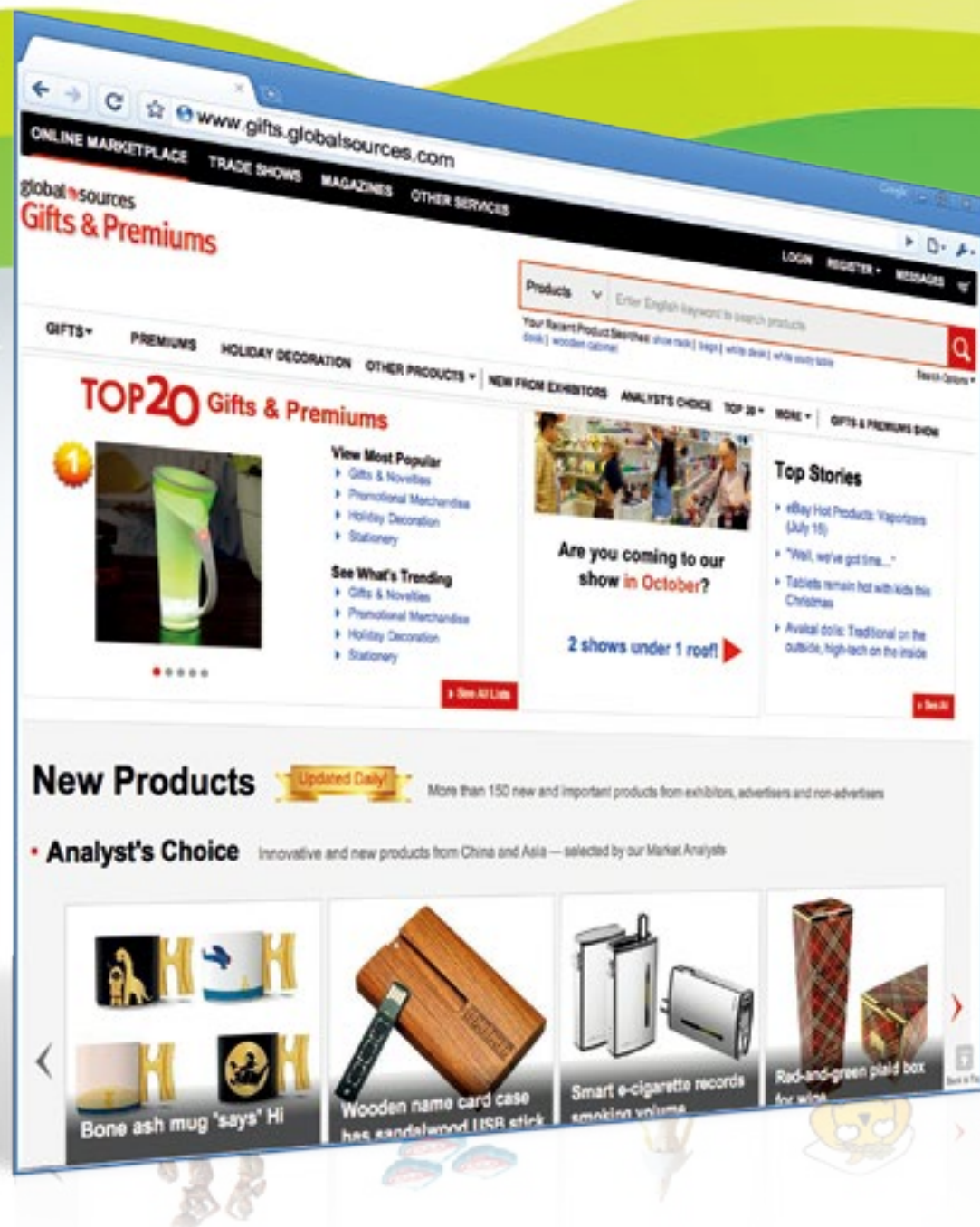


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ISSN 2219-1224 (Online)  
ISSN 2045-6913 (CD-ROM)  
December 2015 Volume 6/Number 11

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# India Products

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## Buyer's Guide

*Key trends, specifications, pricing and ordering information*

# Paper mache gifts friendly to the environment, functional

Natural dyes and lead-free poster colors are used for decorating paper mache gifts. Newspapers, cartons and cardboards are sourced locally.

As a cottage industry, paper mache gift making in India is heavily influenced by Persian and Mughal artisans and adopted as a household skill in Kashmir.

Paper mache items are mostly made by hand, and use locally sourced environment-friendly materials such as newspapers, cartons and cardboards. Pieces are rubbed and sanded, then painted and designed manually. Varnish or lacquer is added for durability and a shiny finish.

For coloring, many suppliers apply natural dyes while others prefer lead-free poster colors. Combinations of brown, gold, green, maroon, orange, purple, red, turquoise and yellow are popular.

In terms of themes, landscape, history and culture are depicted by many of the latest releases. Royal themes in gilded patterns are typical in high-end variants. Persian and Moghul influences are also evident in artworks. Lines and geometric shapes are mainly used as borders.

Paper mache gifts range from home decorations such as Christmas hangings, plaques, paintings and figurines to functional models, including mirrors, lamps and candle stands.

Functional pieces such as boxes, pen holders and drawers come in a variety of shapes, including geometrical and animal figures. Housewares are also furnished with paper mache artwork.

Models offered by A.T.S.S. Enterprises and G.M. Dehqani

**Suppliers interviewed for this report:**

A.T.S.S. Enterprises • G.M. Dehqani & Sons • Mentor Inc. • Mohammad Ramzan Bhat & Sons

& Sons include Christmas decorations and animal figures. The former sells items individually or as a set while the latter, like Mohammad Ramzan Bhat & Sons, use lead-free poster colors to paint pieces from the inside out.

Mentor Inc. offers functional pieces such as letter boxes, photo frames, trays, paper knives and steel-based bowls, jugs and boxes. Models often have wooden frames.

Price determinants include color, size and intricacy of the pattern or motif. The quality of shine and luster is an important factor in gilded models.

Low-end pieces are small Christmas hangings, magnets, bangles, figurines and 3 to 4in boxes that come in two or three colors. Price is \$0.60 to \$2.

Midrange items such as coaster sets, incense holders, vases, photo frames and 4 to 6in boxes have finer patterns and are available in three or four colors. Price is \$2.10 to \$4.50.

Upscale releases are 12 to 18in animal figures, 6 to 10in boxes, screen frames, drawers, vases, jugs and bowls with steel bases and feature gilded and intricate patterns. Price starts at \$4.60 and can exceed \$50.

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**A.T.S.S. Enterprises**  
**Model:** 2431  
**MOQ:** 500 pieces  
**Delivery:** 90 days  
**Price:** \$2.50  
**Description:** Santa Claus Christmas hanging; red, white, black and blue; gold thread; 8x11x13cm



**G.M. Dehqani & Sons**  
**Model:** GM-572  
**MOQ:** 200 pieces  
**Delivery:** 90 days  
**Price:** \$4  
**Description:** Duck-shaped box; multicolor; floral motif; painted interior; 17x10x12.5cm



**G.M. Dehqani & Sons**  
**Model:** 564  
**MOQ:** 200 pieces  
**Delivery:** 90 days  
**Price:** \$3  
**Description:** Heart-shaped gift box; blue and pastels; flora and fauna theme; 14x11x5.5cm



**Mentor Inc.**  
**Model:** MI 651  
**MOQ:** 120 pieces  
**Delivery:** 65 days  
**Price:** \$5.50  
**Description:** Photo frame; rectangle; white base; allover polka dot design; 22.59x17.52cm



**Mentor Inc.**  
**Model:** MI 1385  
**MOQ:** 120 pieces  
**Delivery:** 65 days  
**Price:** \$1.50  
**Description:** Fish Christmas hanging; painted in gold; gold thread; 12cm



**Mohammad Ramzan Bhat & Sons**  
**Model:** 71  
**MOQ:** 100 pieces  
**Delivery:** 90 days  
**Price:** \$24  
**Description:** Gift box; frame with straight, curved lines; floral motif; multicolor; painted wooden interior; 10x8in

## Buyer's Guide

*Key trends, specifications, pricing and ordering information*

# Lace trim makers invest in automated machines

Manufacturers import computerized equipment to bolster output and efficiency amid rising orders.

India suppliers of lace trimmings are upgrading manufacturing equipment to automated versions to improve production efficiency and cope with increasing demand. Such endeavors, however, are common only among large companies capable of shouldering the heavy financing required.

K.C. Astir & Co. Pvt. Ltd, one of the country's largest makers of lace, for example, has invested in jacquard, gomez, schiffli and raschel lace knitting machines, raising its monthly capacity to more than 20 lakh meter.

Modi Schiffli Embroidery Mills has procured fully computerized Lasser and Suarer embroidery equipment from Switzerland. The company produces schiffli, guipure and mesh lace trimmings.

Hemla Embroidery Mills Pvt. Ltd likewise uses machines from Switzerland. It offers models with 2/40s spun fronts and 2/60s shuttle backs in floral, geometric, zigzag and jacquard patterns.

Most lace trimmings from India adopt cotton, nylon and polyester. Makers often employ pure variants but an increasing number of suppliers are mixing 5 to 20 percent Lycra or spandex for better elasticity, smoothness and shine. Depending on the ratio, products may have two- or four-way stretch. Some companies use rayon, organza and silk. Several businesses are also incorporate water-soluble features.

Makers offer woven and knitted versions. Models can be machine- or handmade. Popular designs are flowers, chain links, paisleys, feathers and jacquard. The borders

may be straight or scalloped. Shreyans Prints Pvt. Ltd's selection includes metallic, GPO and guipure pieces.

Releases are widely used as embellishments for apparel, undergarments, cushion covers, curtains and handkerchiefs. The standard width is ¼ to 2in. Versions measuring up to 5in wide are also available. These suit drapery and other home decorations.

India-made trimmings are priced \$0.08 to \$3.50 per meter, depending on the thread thickness, width and design complexity. Intricate details and blending Lycra or spandex add 10 to 20 percent to the cost. Large orders can reduce quotes by 30 to 40 percent.

Low-end models use nylon and are often machine-woven. Width is ¼ to 1in. Pieces come in simple designs and go for \$0.08 to \$0.50.

Midrange versions are woven or knitted releases with embroidered or crocheted details. Products adopt pure cotton or polyester, or may be blended with 3 to 10 percent Lycra or spandex. These are up to 2in wide. Prices are \$0.60 to \$2.

High-end lace trimmings utilize cotton, polyester, organza, tissue or silk. Some have 10 to 30 percent Lycra or spandex ratio. Design details are the same as midrange releases. Width is 3 to 5in. Models list at \$2.10 to \$3.50.

**Suppliers interviewed for this report:**

Hemla Embroidery Mills Pvt. Ltd • K.C. Astir & Co. Pvt. Ltd • Modi Schiffli Embroidery Mills • Shreyans Prints Pvt. Ltd

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**Hemla Embroidery Mills Pvt. Ltd**  
**Model:** H-267  
**MOQ:** 1,000m  
**Delivery:** 30 days  
**Price:** \$0.25  
**Description:** GPO lace trimming; 97:3 cotton-spandex; 2/40s; 1/5in width; straight edge on one side; dye-ready



**Hemla Embroidery Mills Pvt. Ltd**  
**Model:** 7372  
**MOQ:** 1,000m  
**Delivery:** 30 days  
**Price:** \$0.45  
**Description:** Water-soluble crocheted lace trimming; pure cotton; 2/40s; 1.25in width; scalloped edges; dye-ready



**K.C. Astir & Co. Pvt. Ltd**  
**Model:** 1  
**MOQ:** 1,000m  
**Delivery:** 30 days  
**Price:** \$0.50  
**Description:** Embroidered lace trimming; 90:10 nylon-Lycra; 1.25in width; scalloped edges; floral, zigzag patterns; dye-ready



**Modi Schiffli Embroidery Mills**  
**Model:** 5  
**MOQ:** 5,000m  
**Delivery:** 30 days  
**Price:** \$0.20  
**Description:** Embroidered schiffli lace trimming; pure cotton; 2/40s; 1in width; scalloped edges; greige, round hole patterns



**Modi Schiffli Embroidery Mills**  
**Model:** 2  
**MOQ:** 5,000m  
**Delivery:** 30 days  
**Price:** \$0.35  
**Description:** Embroidered schiffli lace trimming; pure cotton; 2/40s; 1/2in width; scalloped edges; greige, floral patterns



**Shreyans Prints Pvt. Ltd**  
**Model:** SP11725  
**MOQ:** 1,000m  
**Delivery:** 30 days  
**Price:** \$0.20  
**Description:** Lace trimming; pure cotton embroidery; nylon organza base; 2in width





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# Analyst's Choice

*Innovative and newly launched products from the India supply market*

## Ebony flooring resists termites

Mahadev Wood Industries



### Product details

Model:	Exotic Ebony
MOQ:	100sqm
Lead time:	45 days
FOB price:	\$405 per sqm

Mahadev Wood Industries' model Exotic Ebony flooring is made of ebony hardwood in light and dark shades. It is naturally dried and termite-resistant. It is easy to clean and lay. Thickness is 12 to 18mm.

Mahadev is ranked among the top wooden flooring exporters in India. It offers different hardwood flooring types.

### Supplier profile

Year established:	1995
Export markets:	US (20%), Europe (20%), Asia & Gulf (50%)
Export products:	Wooden flooring/cladding, modular kitchen, kitchenware, wood, cottages
Annual sales:	\$1.1 million

## Sublimation-printed cascading women's kaftan

Luxury Dayz International



### Product details

Model:	20141205
MOQ:	500 pieces
Lead time:	45 days
FOB price:	\$9.50

The model 20141205 women's kaftan from Luxury Dayz International uses cascading polyester georgette. It features an overall multicolor sublimation-printed peacock design. The knee-length garment features golden thread embroidery on the neck and borders.

Based in New Delhi, India, Luxury Dayz specializes in digital sublimation-printed women's apparel.

### Supplier profile

Year established:	2002
Export markets:	Gulf (50%), Middle East (30%)
Export products:	Women's dresses and tops
Annual sales:	\$500,000

# Analyst's Choice

## Blouse with embroidered yoke

Poddar International



### Product details

Model:	15873
Launched / upgraded:	2015
MOQ:	1,000 pieces
Lead time:	45 days
FOB price:	\$5.50

Poddar International's model 15873 women's blouse comes with a multipanel cut and a slit round neck. The garment is adorned with an embroidered yoke and a crocheted band. It is made of cotton voile and is available in white. The knee-length blouse has cap sleeves, flared bottom and curved hemline.

Rajasthan-based Poddar makes women's apparel in woven and knitted cotton and cotton blends.

### Supplier profile

Year established:	1988
Export markets:	US (35%), Europe (30%), Australia (10%)
Export products:	Women's blouses, skirts, dresses, tops, t-shirts, kaftans
Annual sales:	\$1.1 million

## Innovation

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	<b>Baba Overseas</b>  <b>Model number:</b> BO-33185 <b>MOQ:</b> 300 pieces <b>Delivery time:</b> 50 days <b>Description:</b> This is made by Genuine cow leather along with innere lining (sheep) which can give comferness in side of the shoes , we using innoovative Italian leather sole Baba  <a href="http://www.globalsources.com/babaover.co">www.globalsources.com/babaover.co</a>		<b>K D Military Stores</b>  <b>Model number:</b> 449716343 KD <b>MOQ:</b> 1,000 pieces <b>Delivery time:</b> 40 days <b>Description:</b> Blue and black midnight urban camo T-shirt. 100% cotton. Funky urban colors.  <a href="http://www.globalsources.com/kdmilitary.co">www.globalsources.com/kdmilitary.co</a>
	<b>Evolute Solutions Pvt Ltd</b>  <b>Model number:</b> CDT-UB10 <b>MOQ:</b> 1000 NOS. <b>Delivery time:</b> 4-6 WEEKS <b>Description:</b> Based on UBLOX G7o2o chipset, Auto antenna switching function, 16x16 mm Form factor.  <a href="http://www.globalsources.com/evolutesol.co">www.globalsources.com/evolutesol.co</a>		<b>Sri Nathji Exports</b>  <b>Model number:</b> 32423S <b>MOQ:</b> 150 pieces <b>Delivery time:</b> 90 days <b>Description:</b> Hanging T- Light Holder.  <a href="http://www.globalsources.com/srinathji.co">www.globalsources.com/srinathji.co</a>

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