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## **A Plea for Liberalism**

*Looking back one can say that 2018 was economically not as bad as expected. International trade developed rather well. The exchange of goods between India and Germany showed good signs of recovery after considerably slowing down after 2011. However, it seems too early to interpret this as a breakthrough. Quite contrary, the unholy alliance of nationalism and protectionism celebrates happy resurrection. Wherever one looks - to the UK Brexiters, Brazil, the Phillipines, Poland, Hungary, Turkey, etc. - it is evident that ideologies like "America first" are not restricted to the US President and his followers.*

*We are still far away from a renaissance of liberal and free trade. Neo-liberalism has become a term of abuse, especially for the generations born after 1970. Countries which achieve surpluses in foreign trade are offended and treated like hoodlums who threaten the world. The advantages of a free world economy are apparently forgotten in the same way as the times of scarcity of food and everything else. Nearly nobody still remembers the system of rationing and apportionment through inefficient government bodies.*

*It needed great economists like John Maynard Keynes to end the times of war economics and short sighted nationalism. Thanks to them the wisdom of Adam Smith and Ricardo was recovered. They had the strength to push for multilateral solutions with strong organizations. The flourishing of the western world and the up-coming of many newly independent countries would not have been possible without the GATT system and the International Monetary Fund.*

*But that seems to be totally forgotten. Scarcity is for too many an unknown phenomenon. Instead of GATT the World Trade Organization was created; at best a toothless tiger! Multilateral agreements were substituted by so-called Free Trade Agreements in which nearly nothing is free, particularly for outsiders. Free movement of people and protection for refugees seems to be dangerous; obviously for those who have everything. Instead of looking here for improvement one evokes the end of the world because of every day new pseudo problems. It is high time to change this. The classic economists have still many messages which are worth to be seriously considered. And the wheel has not to be reinvented!*

*With best regards*

*Dietrich Kebschull*



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# THE **IGEP** NEWSLETTER



## INDO-ASIA BULGARIAN CHAMBER OF COMMERCE (IABCC)

IGEP is now running the office of Indo-Asia Bulgarian Chamber of Commerce (IABCC). The new chamber was launched at the end of 2017 by H.E. Petko Doykov, Ambassador of Bulgaria in India. Dr. Dietrich Kobschull was nominated as Chairman, Mrs. Sharda Subramaniam and Mr. Sridhar Subramonyan were appointed as Directors.

IABCC is a business chamber which aims to foster and promote mutually beneficial relations between India and Bulgaria through investment and trade. It will provide a platform for facilitating partnerships and networking opportunities between Indian and Bulgarian companies. It also aims to promote and to develop cultural and academic relations between the

two countries. In addition, it will offer Indian companies new possibilities to use Bulgaria as a springboard to the European Union, neighbouring Balkan countries and other markets in Eastern Europe.

### About Bulgaria

The total population in Bulgaria is estimated at 7.1 million people in 2018. The per capita income has passed the US \$ 9,000 mark. The Gross Domestic Product (GDP) at present estimated to be US \$ 64 Billion.

The GDP per capita is growing at a stunning pace of 12.32% within the last five years. Exports rose at 7.4% annually. In addition to the business-friendly environment the well-educated and comparatively cheap workforce are magnets for foreign investments. More and more foreign companies are therefore going there, making significant investments with new production units and branches.

### Bulgaria – At a Glance

Geographical Area Size	110,993.6 Sq. Km
Population (In millions)	7.1 (estimated 2018)
Form of Government	Parliamentary Republic
GDP (Nominal)	\$64 Billion ( estimated 2018)
Per Capita Income (Nominal)	\$9,080 ( estimated 2018)
Currency(As on December 20, 2018)	Bulgarian Lev1 Bulgarian Lev = Rs. 41.02
Capital City	Sofia
Language	Bulgarian
Human Development Index	0.813 (Very high)
School enrolment, primary (% gross)	94.8% ( actual 2016)
Secondary school enrolment (% gross)	100 ( actual 2016)
Life expectancy at birth, total (years)	74.6 ( actual 2016)
Electric consumption (kWh per capita)	4,709 ( actual 2016)
Exports (as % of GDP)	66 ( actual 2016)
Time required to start a business	23 Days ( actual 2016)
Ease of Doing Business (Rank)	59 out of 190 economies
FDI, net inflows (BoP, current US\$) (in millions)	2,205 ( actual 2016)
Trade (Import + Export as % of GDP)	131
Competitiveness (Rank)	51 out of 140 economies
Consumer Price Index (Annual)	3.1% (November, 2018)
Foreign Exchange Reserves	25.1 USD bn (October, 2018)
External debt	39,529 USD mn 64.6% of Nominal GDP (2017)
Lending interest rate	5.5% (2017)



## Why Bulgaria?

- Companies in Bulgaria enjoy a flat tax rate of only 10%.
- Skilled labour is available at lowest cost in EU coupled with attractive incentives for investors.
- Two of the largest ports at the Black Sea, Varna and Burgas, are located at the Black Sea. Both are connected to the trans-European corridor VIII, which links the Adriatic and the Black Sea.
- The country has a stable parliamentary democracy.
- Strong IT facilities - Bulgaria has the most modern technical network in EU and well trained professionals.
- It is a member of EU, WTO, and NATO.
- Bulgaria provides easy access to the huge market of the European Union.
- Bulgaria is also the gateway for the less explored markets of the Balkan states.

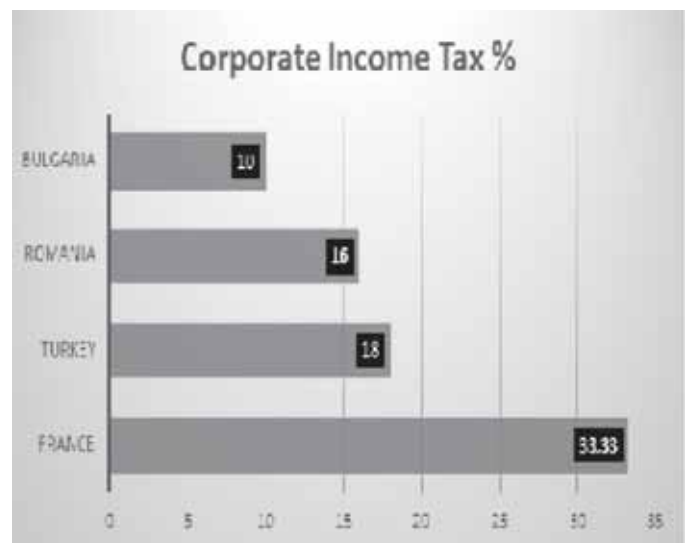
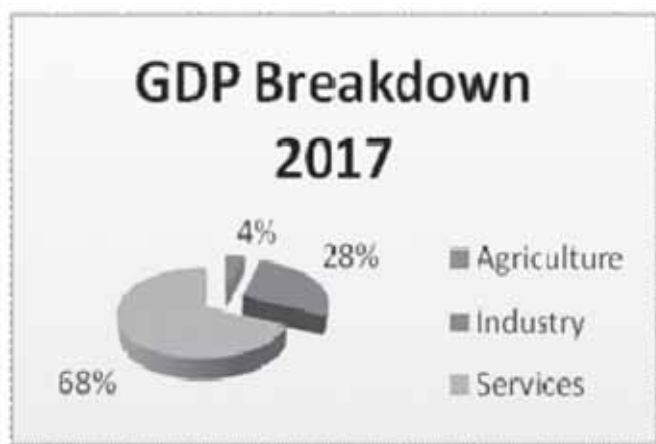
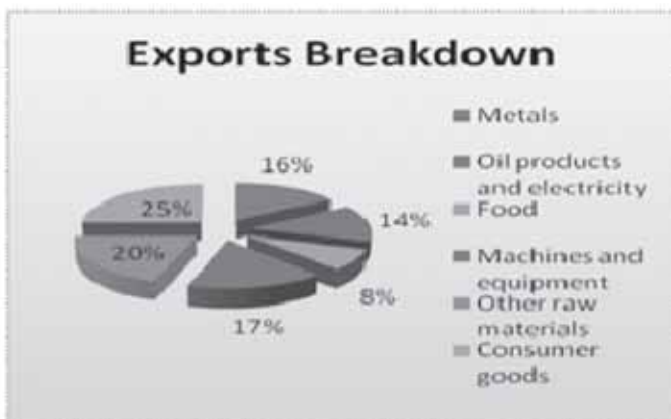
The Balkan states comprise 10 countries: Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Kosovo, Republic of Macedonia, Montenegro, Romania, Serbia and Slovenia. The total population is 147.2 million.

## Major Sectors

The Gross domestic product of Bulgaria is dominated by the service sector with 68%. The manufacturing and agriculture sectors represent 28% and 4% respectively.

The strongest industries in the economy are energy, mining, metallurgy, machine building, agriculture and tourism.

Primary industrial exports are clothing, iron and steel, machinery and refined fuels.



## Travel Time by Road from Sofia in Bulgaria to Major European Cities

Bulgaria is well located to the European Union. Important cities of the Union can be reached by car/truck in 10-20 hours. Flight times are only around 1-2 hours.



## ACTIVITIES SO FAR

### Launch and Reception

The new chamber was launched on 28 November, 2017 in the Embassy of the Republic of Bulgaria in New Delhi. Among the participants were H.E. Petko Doykov (Ambassador Extraordinary and Plenipotentiary of the Republic of Bulgaria to the Republic of India), Iliya Dekov (Head of Trade and Economic Affairs in the Embassy of Bulgaria) and the management of the IABCC with the Chairman, Dr. Dietrich Kepschull, and the Directors, Mrs. Sharda Subramaniam and Mr. Sridhar Subramonyan.

On the occasion of the launch a Memorandum of Understanding (MoU) was signed with the Balkan India Business Association (BIBA), which was represented by its President, Mr. Krasimir Angelov.



From the left Dr. Dietrich Kepschull (Chairman-IABCC), Mrs. Sharda Subramaniam (Director), Mr. Iliya Dekov, Head of Economic Section at Embassy of Bulgaria, H.E. Petko Doykov, Ambassador of Bulgaria in India, Mr. Krasimir Angelov, President of BIBA

After this a well attended reception took place on the lawns of the Embassy.

### National Day of Bulgaria

On 6 March, 2018 the National Day of Bulgaria was celebrated in the garden of the Embassy. The reception was organized with active support of IABCC and Bulgarian companies in India. It was attended by leading representatives of about fifty embassies, politicians, Indian and Bulgarian companies, associations, chambers and other friends of Bulgaria. Chief guests were the Indian State Minister of External Affairs, M.J. Akbar and the Bulgarian Dy. Minister of Economy, Mr. Alexander Manolev.



From the right Mr. Dawar (Dawar Shoes), Mr. Iliya Dekov (Head of Economic Section at Embassy of Bulgaria), Mr. S. Goel (Chairman Goel Exports), Mr. Udit Raj (M.P, All India Confederation-SC/ST), Mr. Alexander Manolev (Bulgaria dy. Minister of Economy), Mr. M.J. Akhbar (India State Minister of External Affairs), H.E. Petko Doykov (Ambassador of Bulgaria in India)

### Visit of Bulgarian Delegation to Delhi and Agra

The delegation headed by the Deputy Minister of Economy, Mr. Alexander Manolev, visited Agra after the National Day event.



IABCC organized this visit. The programme included visits to some of the leading footwear and leather companies in the city. A luncheon meeting was held there in Hotel Sheraton where the Indian business houses discussed business opportunities with the members of the Bulgarian delegation.

There was also time for visiting the Taj Mahal which is well known in Bulgaria, too.

## **Visit to TechHub Connect 2018/Sofia, Bulgaria**

Chairman of IABCC, Dr. Dietrich Keschull and Director of IABCC, Mrs. Sharda Subramaniam visited TechHub Connect 2018 on 26-27 March in Sofia, Bulgaria.

TechHub Connect 2018 turned out to be a unique international forum for strengthening of the relationship between the thriving IT industries in the Balkans, India, EU and US, and set a common ground for cooperation.

The forum brought together many ministers of the Balkan states, ambassadors, leading representatives of associations and chambers and top managers from more than 200 companies. The agenda of the forum was to explore business challenges and opportunities through the prism of innovations, regulations and investments. Dr. Keschull belonged to the keynote speakers giving special emphasis to cooperation possibilities with India.

Among the numerous meetings he had together with Mrs. Subramaniam were visits to Mr. Tsvetan Simonov, Chairman, Bulgarian Chamber of Commerce and Industry (BCCI), Mr. Stamen Yanev, Executive Director, Invest Bulgaria Agency, and Ms.



*Dr. Dietrich Keschull (Chairman of IABCC) addressing the audience*

Margarita Geneva, Director Foreign Economic Relations in the Ministry of Foreign Affairs.

IABCC also had an intensive meeting with the Faculty of Medicine, Sofia University with regard to studying possibilities of Indian students in Bulgaria.

## **Visit of Bulgarian Ambassador to South India**

To inform South Indian entrepreneurs and decision makers about the new chamber and Bulgaria IABCC organised a visit to Tamil Nadu with H.E. Ambassador Mr. Petko Doykov from 30 March to 1 April, 2018. Other members of the visiting groups were Mr. Iliya Dekov, Head of trade and economic affairs, Embassy for Bulgaria, New Delhi along with the Chairman and the Director of IABCC.

Important meetings took place with Shri. M.C.Sampath, Hon'able Minister (Industries, Steel Control and Special Initiatives) and other Government officials from Tamil Nadu. Business meetings were organised with the Indian Monument Manufacturers Association (IMMA) and other natural stone exporters in Chennai, Salem and Harur.



*Ambassador Doykov(left) and Mr. Iliya Dekov(right) at the evening function in Salem arranged by IMMA*



*(L to R) Mr. Iliya Deko (Head of Economic Section at Embassy of Bulgaria), the Ambassador of Bulgaria H.E. Mr. Petko Doykov addresses industry representatives, Dr. Dietrich Keschull, Mr. Ramasamy(President of IMMA) at the meeting in Salem*



*Minister Sampath and Mr. Kaliannan (Member of IMMA) with the Bulgarian delegation in Chennai*

Very interesting company visits took place at the Eastman Export Factory in Tirupur (Garment Manufacturer) and at the Amman Granite Factory (Exporter of processed natural stones) in Harur.

The delegation also visited a school in Harur which is supported by Mr. Ramasamy, a leading stone exporter of India and president of IMMA.

### **State Visit of the Indian President**

A special highlight of the year 2018 was the state visit of the Indian President Shri. Ram Nath Kovind to the Bulgarian capital Sofia, 4-6 September, 2018.

Representatives and members of FICCI, CII, ASSOCHAM and PHDCCI were part of the business delegation accompanying the President. IABCC was represented by Dr. Dietrich Keschull and Mrs. Sharda Subramaniam. They participated in many meetings and functions.

During their interactions with Bulgarian companies and chambers, they were able to connect with several companies interested in export and



*First row, from the left H.E. Pooja Kapur (Indian Ambassador to Bulgaria), Shri Purushottam Rupala (Minister for Agriculture & Farmers' Welfare), Shri Ram Nath Kovind (President of India), Sunil Kumar Singh (MP Jharkhand) with members of the delegation.*

investment in India. IABCC gave them information about possibilities for joint ventures, technology transfer and other collaboration. Furthermore, IABCC connected with representatives from Bulgarian universities and other educational institutions regarding studies in Bulgaria.



*Conference at Sofia.*

## **SCHLESWIG-HOLSTEIN & HAMBURG BUSINESS CENTRE**

### **India Business Day in Luebeck, Germany**

The first India Business Day in the Federal State of Schleswig Holstein, Germany was held in the beautiful city of Luebeck on 12 December, 2018.

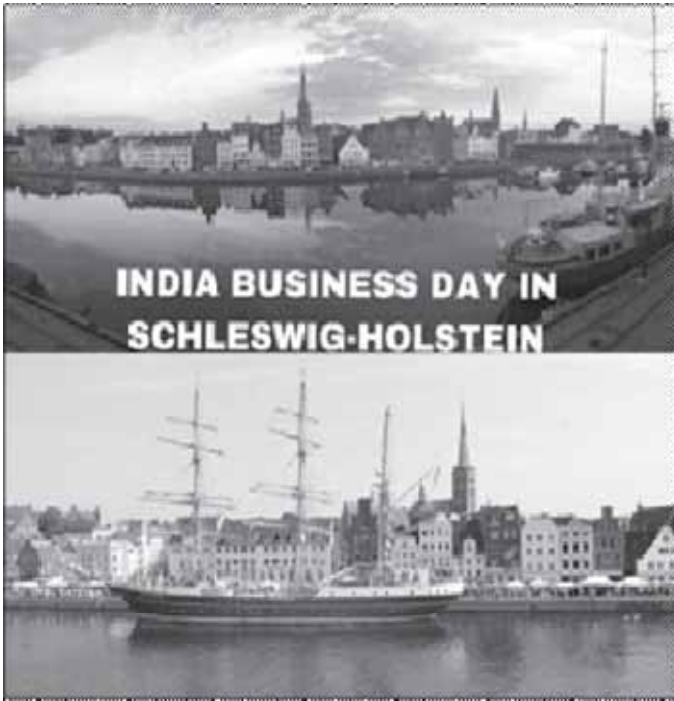
The event was organised by the Hamburg based India Business Forum e.V and the Consulate General of India together with Luebeck Chamber of Industry and Commerce.

Several prominent Indian companies present in North Germany as well as Indo German joint venture companies participated in the event along with various business organisations.

Shri Madan-Lal Raiger, Consul General of the Republic of India in Hamburg and Mr. Werner Koopman, Managing Director of Industrie und Handelskammer, Luebeck gave the introduction.

Dr. Dietrich Keschull, Chairman of IGEP was a keynote speaker in the event. He gave a comprehensive picture of the current economic scenario in India to the audience which consisted of many prospective German investors keen to know the investment climate in India.

Further presentations were given by the representatives of companies such as Eppendorf AG, Roedel&Partner, Senvion Mutual PR and Veauli Technik.



## **Herose GmbH – A Success Story**

Herose GmbH is a 140 year old company from Bad Oldesloe in Schleswig Holstein which manufactures and markets safety valves and fittings for cryogenic, LNG and industrial applications worldwide. Its product range of industrial safety valves covers the fields of gases, vapours, fluids and refrigerants.

HEROSE offers the full package of cryogenic globe valves, control valves, check valves and emergency-closure valves, as well as diverter ball valves and change-over valves.

India is an important market for the company. IGEP assisted Herose to consolidate and expand its business in India. In 2013, Herose availed of the “Office-in-Office” concept offered by IGEP for companies to set up its office in India at minimal cost. This enabled Herose to focus on its core competencies including sales and marketing efforts with well reputed clients in India. Based on their work Herose now opened its own company in Pune.

It enjoys a strong market presence now in India and has good prospects for sustainable business.

## **Aerodyn**

India’s vast coastline (over 7500 km) is a yet to be exploited source of renewable wind energy. The government of India has recently invited the industry to explore India’s first offshore wind energy project proposal through a global expression of interest (EoI). It is intended to shortlist prospective offshore wind energy developers for a 1000 MW offshore wind energy project in the Gulf of Khambat, off the coast of Gujarat.

Though the offshore wind resource base in India makes for a strong case, such projects involve high upfront investment and risks.

A long time partner of IGEP Aerodyn Energiesysteme GmbH, based in Rendsburg, Schleswig Holstein, has



the experience and technology to help India harness its offshore wind energy potential. Aerodyn is a pioneer in the design of wind energy turbines and rotor blades for nearly 4 decades with more than 10% of the world's installed turbines designed by it. When it comes to offshore, Aerodyn has already achieved success with its 5 MW turbines installed in China and Korea. Aerodyn's designs lay emphasis on reliability, cost effectiveness and high yields. Aerodyn now also offers its upgraded 6 MW offshore wind turbine – the aeroMaster 6. This could be of practical importance for the energy needs of economically upcoming India.

## **Industrial Acid Resistant Flooring Systems**

IGEP organized three visits to India for the company Kagetec during the last year. This company specialises in industrial flooring systems for the food and beverage, pharmaceutical, brewery and dairy sectors.

Kagetec provides a comprehensive range of tiles for drainage and associated building work.

The Kagetec solutions have been specially designed for industrial needs and hygienic demands. The policy of continuous consultation with its customers on tailor made solutions has led to the development of an extensive range of products for many industries.

In India, IGEP made contacts for Kagetec with leading Indian companies in the food and beverage, pharmaceutical, brewery and dairy sectors.



*Mr. Daniel van Koestveld at Coca-Cola office in Bangalore*

## **DESIGNA – A Solution to Parking Problem**

Indian cities are facing growing traffic problems nowadays, especially the lack of sufficient parking space. With families getting smaller and the total number of motor vehicles exceeding the total number of heads per family, the parking scenario is woefully falling short of the current requirements in the country in particular in the urban countries.

Automated car parking is a sustainable solution for this problem. Automated car parking utilises the space efficiently resulting in saving of fuel and less pollution. The Kiel based company Designa, belongs to the world's leading manufacturers of fully automated parking systems and provides innovative solutions for parking spaces.

The company is an established leader in parking management systems for over 60 years. It has around 6000 installed parking management systems in over 50 countries. Among the references are prominent places like Frankfurt Airport, Dublin Airport, Sydney and Milan. Designa is keen to enter and penetrate the Indian market with support of IGEP.

## **Environmental and Water Monitoring**

TriOS Mess und Datentechnik GmbH is a German company and among the world leaders of measuring devices for environmental and water monitoring. Its portfolio includes radiometry, photometry, fluorometry, nephelometry and electrochemistry.

The business of TriOS comprises marine technology, water quality applications such as drinking water and wastewater monitoring as well as many other industrial applications.

In the Indian context, TriOS has a wide scope and can play a major role in river cleaning programs. It can also provide technology to help India, with a coastline of over 7500 kilometres, to optimally use its Exclusive Economic Zone (EEZ). IGEP takes care of the market entry, planning and implementation.



*From the right Mr. Sukrit Sharma (Marketing Manager of IGEP) and Mr. Sridhar Subramonyan (Director of IGEP) attended a 3 day training program in Germany.*

## **Drainage Management System**

BLÜCHER offers stainless steel drainage systems for all applications, ranging from single-family



bathrooms over large industrial facilities to luxurious cruise liners. Its product range comprises more than 2,500 products, including standard and customized floor drains, drainage pipes and drainage channels. All are in stainless steel to ensure high quality, excellent flow capacity and optimum hygiene combined with a minimum of maintenance.

The stainless steel drainage systems are particularly crucial in food factories, the beverage industry, pharmaceutical and chemical plants the world over; everywhere fulfilling higher hygienic standards. The systems can be used for process water & rainwater, soil & waste and laboratory waste applications. BLÜCHER is now looking to expand into the Indian market with assistance of IGEP.

### Preparation for Hamburg India Week 2019

After the good response to the Hamburg India Week 2017 the planning for the event in 2019 is beginning now. The first meeting takes place on 11 January, 2019 in the new premises of the Indian Consulate General in Hamburg at Kohlhöfen 21.

The India Week Programme starts on 28 October with a senate Reception Presentations, seminars, workshops and cultural events will fill then a full week. IGEP will participate as usual with various inputs to foreign trade, investments and social/environmental compliance. This will be done in cooperation with our partners from Hamburg and Schleswig Holstein.

### SELECTED SOCIAL ACHIEVEMENTS

#### Celebration of the Independence Day

The Little Keb-School is a project of the IGEP Trust with a mission to provide basic education to children belonging to deprived sections of society. Currently, there are 4 schools operating in India – one in Neb Sarai in Delhi and the others in the villages of Pancharukhi, Barkitand and Sapahi in the Federal State of Jharkhand. The children in these schools get free education (up to class V) as well as uniforms, books and nutritional mid-day meals. The schools in Jharkhand are also provided with a health and a vocational training centre. The Little Keb-School in Delhi has among others been supported by friends from many countries and by the Rotary Club of Delhi Midtown. The schools in Jharkhand are sponsored by the German pharmaceutical company Merck, our partner in Mica.

In addition to these schools six schools are run on behalf of IGEP's sister organisation Rugmark.

### RUGMARK SCHOOLS

S.No	Name of the school
1	RM Balashraya, Bhadohi
2	Rugmark School, Devnathpur
3	Rugmark School, Jagapur
4	Rugmark School, Barhi Nawada
5	Rugmark School, Handia
6	Rugmark School, Cherapur





*Students performing on the occasion of Independence Day*

15 August is a special day in India, as on this day, India won its independence from the British in 1947. The day is marked with flag hoisting ceremonies, speeches and commemorations to honour the sacrifices made by the people who fought for India's freedom.

This was therefore again a special day for the students of our schools. They started the day with an assembly in the morning and hoisted the Indian national flag. After the flag was unfurled, the national anthem was sung in unison and gusto. The students later participated enthusiastically in various cultural activities to mark the special occasion. Boys and girls performed different poems and songs to the spell bound audience.

## Education on Wheels

Education for all seems to be a desirable and yet far away aim. However, the project "Education on Wheels" promoted by IGEP Trust in collaboration with Sukarya Foundation takes a step closer to this very aim. The main motive behind this unique project is to provide education for the children dwelling in slum areas and to the children of construction or migrant labourers. This project aims to reach out to the marginalized sections of the society and to provide modern and informal education at their doorsteps. The project consists of a specially designed bus with all facilities including study materials, books and a small library. The bus along with a team of dedicated teachers visits slums and clusters on a regular basis.

Due to the immense popularity of this project, an additional bus has been commissioned recently to reach out to more children from deprived parts of society in the area. This was possible through support of the Rotary Clubs of Gelsenkirchen-Buer (Germany) and Delhi Midtown together with Rotary International



*Recreational activities and teaching to the students by the project "Education on Wheels" which is run by the NGO Sukarya*

## Children's Day Celebration

Children's Day is celebrated each year on 14 November in India as a tribute to the country's first Prime Minister Jawaharlal Nehru fondly called 'Chacha Nehru' who was born this day in 1889. Chacha or Jawaharlal Nehru was known for his love for children which is why his birthday on 14 November is celebrated each year as Children's Day.

It was a very special day for all our school children. Everyone was very excited for this day and some students prepared a special performance for the guests. Mrs. Sharda Subramaniam, Director of IGEP attended the celebrations in Delhi and fully enjoyed the students performances. The students prepared songs and poems in both Hindi and English and presented them proudly. Furthermore, they were

talking about their personal desires for the future. Mrs. Sharda Subramaniam pointed out the importance of education to the children in order to achieve their goals and thanked all teachers and sponsors for their great support.



*Students reciting poems on the occasion of Children's Day*

## STONES AND MINERALS

### **Official Studies: No Child Labour in the Indian Granite Industry**

There is no evidence for child labour in the Indian granite industry! This is the main result of a fact finding mission comprising the National Commission for the Protection of Child rights (NCPCR) and UNICEF India which was supported by representatives of the child relevant government ministries and institutions on federal state level.

The mission was carried out because of articles and other publications by foreign media and non-government organizations (NGOs) which portray the Indian granite industry in an extremely negative light; as a sector that encourages and employs child labour. To see for itself the ground realities the mission was undertaken in the leading granite states Andhra Pradesh, Telangana, Tamil Nadu and Karnataka in two phases in September 2017 and in February 2018. Two reports covering Andhra Pradesh and Telangana, respectively Tamil Nadu and Karnataka were prepared by NCPCR comprising audits of quarries and processing units, interviews with villagers, local administration heads, teachers and other decision makers. For all controls and visits the ISES 2020 standard of IGEP was used as the generally binding tool. IGEP provided the necessary technical advice and support.

The findings and recommendations which are obliging for government authorities as well as for manufacturers and exporters explicitly emphasize that there is no scope for child labour and no child labour could be found because “all processes of the granite industry are completely mechanized.” They underline the responsibility to stick to the existing laws and to take care for implementing the rights of children for free and compulsory education. They also should provide and upgrade vocational skilling to the village communities.

### **Press Conference on Granite Industry in Delhi and Nuernberg**

The Indian granite industry and government authorities are making important steps for improving the international image of stone exports and protecting the employees of this industry. The two official studies of the National Commission for the Protection of Child Rights (NCPCR) and UNICEF India on the “Status of Child Labour in the Granite Industry” were released on 31 May, 2018 in a press conference in New Delhi.

The audience consisting of journalists and representatives of various organizations was

informed by NCPCR member Mr. Priyank Kanoongo, by Mr. Sunil R. Zode, High Powered Monitoring Committee of the Ministry of Micro, Small and Medium Enterprises and by R. Veeramani, Chairman of the Chemical and Allied Export Promotion Council of India (CAPEXIL).

The key message of the two study reports that the Indian granite industry is free of child labour was also emphatically given to international buyers, suppliers associations and media persons in a press meeting at the leading international fair Stone+tec on 13.June, 2018 in Nuernberg/Germany. The presentation was made by the Indian Consul General from Munich, Mr. Sugandh Rajaram. IGEP chairman, Dr. Kobschull, moderated the intensive discussion.

### **Understanding of the Use of Health and Safety Equipment**

Health and safety of the employees are key elements of the rules and regulations for corporate social responsibility. But time and again auditors as well as supervisors, managers and entrepreneurs realize that workers do not use dressings and equipments to protect themselves. The reasons are simple: workers, who have never seen such things before, do not like this “modern nonsense”. They fail to understand how important it is for their own life and health and for avoiding serious violations which can endanger their working ability.

This phenomenon is not restricted to one industry. It can be found everywhere –in the engineering sectors, in the production of handicrafts, in dyeing units, tanneries, all types of mines etc. After many discussions IGEP’s partner in mica mining, the German Merck Group, proposed to organize a workshop and training session to increase the use of health and safety equipment in mines and to safeguard the proper utilization.

The first round for the mica sector took place on 28 October, 2018 in the Little Keb-School in Sapahi/Jharkhand. The twenty five participants were company owners and managers, supervisors and selected auditors because they are responsible for introducing a better working culture and are the most important multipliers. The next round of this very lively and well accepted session will be the training of specially selected workers. IGEP will prepare this and also do the monitoring in the mines.

### **Survey and Action Plan for Mica Mining Areas**

The gathering was extremely high! Some thousand people from northern Jharkhand and many

organizations and politicians had come to the city of Koderma to attend a function arranged by non-government organizations of Peace Noble Price Laureate, Kailash Satyarthi for the Jharkhand Chief Minister, Shri Raghubar Das. The meeting on 28 October, 2018 dealt with concepts and proposals for abolishing child labour.

All speakers underlined the need of wiping out such violations of human rights. They convincingly promised their willingness to do whatever is possible against their intolerable activities, mainly by guaranteeing adequate school education and providing vocational training as prescribed in India's laws and administrative regulations.

The National Commission for Protection of Child Rights (NCPCR) had made much a "Survey on Education & Well Being of Children in Mica Mining Areas of Jharkhand & Bihar" for the event in Koderma. The new NCPCR chairman, Mr. Priyank Kanoongo, requested IGEP's Dr. Kobschull to hand over the summary of this survey to the Chief Minister. He explained that this was done because NCPCR used the tools of IGEP's International Social and Environmental Standard (ISES 2020) which were developed by IGEP for the whole survey. He announced that the action plan which is based on the findings of the survey is under preparation and will officially be given to the Chief Minister and all relevant authorities.

## Health Camps in Jharkhand

Believing and abiding by the saying, "Health is Wealth", the IGEP Trust regularly organises health camps for remote villages in the state of Jharkhand. People living in the rural areas fundamentally lack on access to quality medical health care. They are forced to spend an enormous amount of money from their savings to visit nearby towns for medical

ailments and even for simple check-ups. The need for medical help increases in the monsoon season (June-September) as diseases such as malaria, dengue and tuberculosis spread rapidly due to poor hygienic conditions and lack of safe drinking water.



*At the Health camp for the villagers of Giridih and Koderma*

The IGEP Trust along with Merck(Germany) and the Medanta Hospital(Gurgaon) came together to organise two health camps in the districts of Giridih and Koderma in the Federal State of Jharkhand in August 2018. A team of doctors and attendants examined approx 900 people who visited the health camps for check-ups. Many of them work in the mica mining belt in the area.

Due to its popularity and the higher demand, the organisers have agreed to hold the next health camp in early 2019.

## MARKETING, PR & FAIRS

### Export Promotion for Sri Lanka

IGEP is working together with the Sri Lanka Export Development Board to promote business relations between India and Sri Lanka. An important project to promote Sri Lankan rubber glove exports to India has been undertaken and successfully completed. As first part of the project intensive market research was done in India. Potential exporters in Sri Lanka and their production facilities were visited and interviewed. Additionally, IGEP also organized B2B meetings in October, 2018 for a business delegation from Sri Lankan with importers from India. The meetings took place in the Embassy of Sri Lanka in New Delhi. The embassy gave valuable support for the rubber glove project.





From the left Mr. Sridhar Subramonyan(Director of IGEP), Mrs. Sharda Subramaniam (Director of IGEP), Mr.Thilina Samaratunga(Manager Product Development,DPL),Dr.Dietrich Kepschull(Chairman of IGEP), Mrs.Upekkha Samaratunga(Commercial,Minister), Mrs.Vinodani Dabare (Assistant Manager-Marketing,DPL) & Akankshya Rath(Sector Manager-IGEP)

## Dangerous Renaissance of Protectionism

On 9 October 2018, Dr. Dietrich Kepschull gave a lecture on the impact of trade protectionism on developing countries at the Kirori Mal College, University of Delhi. Dr. Kepschull was invited by Dr. Seema Joshi, Professor at Kirori Mal College. He gave similar lectures before in the university and in Indian Business Schools.



Lecture by Dr. Dietrich Kepschull at Kirori Mal College

## Roundtable at PHDCCI

On 24 September 2018, the PHD Chamber of Commerce and Industry in Delhi organised a Round Table Conference on Make in India. The discussion was held on the occasion of the fourth anniversary of the implementation of their initiative. In his speech, Dr. Kepschull set a special focus on the growing

importance of environmental and social compliance in exporting industries. He emphasised the need of concentrating on traditionally good markets and further regional diversification. He underlined the use of “selling” India as an additional market. He said that most countries and companies would not want to reduce employment in their home markets and to export jobs. But they always look for extra markets. This possibility is offered in a unique way by the growing Indian economy and by the chance to sell to the also fast growing neighbouring markets in South and South East Asia. He said he is convinced that India has a bright future as foreign investment location if it follows this concept.



Speakers of the Roundtable at PHDCCI

## Participation in DOMOTEX 2019

Domotex Hannover is the world’s leading trade fair for floor coverings. This year, it takes place from 11 – 14 January, 2019 in the city of Hannover, Germany.

Companies from all over the world will be presenting their new collections and trends for the coming season giving main emphasis on “Connectivity of Trends”. With more than 300 companies, India is the biggest foreign exhibitor. Domotex has also proved to be a successful platform for many today very successful designers.

The IGEP stall is in Hall No 8, B44/2. IGEP looks back to over 30 years of close cooperation with the Indian carpet industry. Its singular contribution to develop the RUGMARK label in the 1990s went a long way to help India to overcome the negative publicity of the international press with regard to child labour issues. The RUGMARK project has helped the Indian carpet industry to survive and supported many carpet weavers to sustain their livelihood. Additionally, it contributed to increasing exports for the Indian carpet industry.

## SPONSORS FOR A GOOD CAUSE

### THEKO

#### die markenteppiche

Theo Keller GmbH with the brand Theko traditionally belongs to the leading carpet companies in Germany. The family owned enterprise is managed in the third generation by Mr. Fred Keller, his wife Ute and two sons Martin and Stefan. They are supported by sales head Matthias Lauter and the Keller team. All together have achieved a very strong market position. It is based on excellent business contacts and solid partnerships with multinational foreign manufacturers.

Fred Keller is a founder member of the Rugmark initiative which has been working since twenty five years for fair and sustainable production without any child labour. Rugmark liked "the man with the golden heart" and appointed him Rugmark Ambassador already twenty years ago. His first and foremost wish is that children from a poor background get better chances in life through proper education. In 2018 he therefore decided to sponsor the Rugmark School in Bhari Nevada near Varanasi.

All children, parents and teachers are really grateful for their noble decision. Wishing him and his family always the best.



*From the left Mr. Martin Keller, Mr. Fred. T. Keller, Mr. Stefan H.C. Keller, Mr. Matthias Lauter*

For more information,

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### KAGETEC- A Brand of van Koetsveld & Grimberg, Acid Protection Technics

Kagetec belongs to the typical German Mittelstand enterprises. They are specialized in industrial flooring systems with acid resistant tiles. With partners and licenses in USA, UK and South Africa they have reached a strong position in the international markets within the last thirty years.

The company is located in Heek near the Dutch border and the cities Enschede and Hengelo. It was founded by the late Michael van Koetsveld and is run today by his sons. Michael had a great heart for children. For many years he did a lot of good work for poor African children and inherited this attitude to his successors. His son Daniel came to India in 2017 to explore business possibilities for industrial flooring. When he was informed about the Rugmark schools, he immediately expressed his wish to get deeper involved in this work. In commemoration of his father he decided in 2018 to cover all costs for the school in Devanathpur near the city of Bhadohi in the federal state of Uttar Pradesh. At present plans are made to offer selected students vocational training in the increasingly important flooring industry. We, the more than 300 children, the teachers and others are involved in education in remote areas. We express our highest appreciation to Mr. Daniel and the whole van Koestveld family.



*Kagetec Factory in Heek*

For more information,

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## IMPORTANT EVENTS IN EARLY 2019

1. Heimtextil- International Trade Fair for Home and Contract Textiles.  
Date: 8 January-11 January, 2019  
Place-Frankfurt
2. India Stonemart 2019.  
Date: 31 January-3 February, 2019  
Place- Jaipur
3. IILF-India International Leather Fair  
Date-1 February-3 February, 2019  
Place-Chennai
4. Indian Handicrafts and Gift Fair(Spring)  
Date-18 February-22 February, 2019  
Place-India Expo Centre, Noida
5. Ambiente-International Consumer Goods Fair  
Date-8 February-12 February, 2019  
Place-Frankfurt
6. Indian Carpet Expo  
Date-10 March-13 March, 2019  
Place-New Delhi
7. First Round of 2019 Meetings in Schleswig-Holstein (WTSH and Hamburg)  
Date-End of March, 2019  
Place-Schleswig Holstein
8. Inauguration of Rugmark Skill Centres  
Date-June or July, 2019  
Place-RM Balashraya & Bhadohi and Rugmark Devnathpur

*All the Staff Members of IGEP  
and  
Rugmark wishes you all a Very Happy New Year 2019*