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SOLAPUR TERRY TOWELS: A GLOBAL TRADE OPPORTUNITY

Solapur's rich textile heritage and modern production capabilities position it as India's premier terry towel manufacturing hub, offering international buyers exceptional quality, competitive pricing, and diverse customisation options for global markets.

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WHY SOLAPUR DOMINATES INDIA'S TERRY TOWEL INDUSTRY

STRATEGIC MANUFACTURING HUB

SOLAPUR'S TEXTILE CLUSTER BENEFITS FROM GENERATIONS OF WEAVING

expertise, abundant skilled labour, and integrated supply chains.

The region produces over 40% of India's terry towels, with approximately 25,000 power looms dedicated to terry production.

Proximity to cotton-growing regions ensures raw material availability whilst established infrastructure supports efficient export logistics through Mumbai and other major ports.

Competitive Advantages

- Cost-effective production with quality consistency
- Flexible manufacturing for small and large orders
- Traditional craftsmanship meets modern technology
- Diverse product range from basic to premium grades
- Quick turnaround times for international orders

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DISTINCTIVE CHARACTERISTICS OF SOLAPUR TERRY TOWELS



Unique Weaving Technique

Traditional dobby and jacquard looms create distinctive border patterns and textures. The region's signature flat-weave borders combined with loop-pile centres deliver exceptional durability and aesthetic appeal.



Superior Absorbency

High-quality long-staple cotton and precise loop construction ensure excellent moisture absorption. Solapur towels typically achieve 400-500% water retention, meeting international hospitality standards.



Exceptional Durability

Double-weft construction and reinforced selvages provide strength that withstands industrial laundering. Towels maintain structural integrity through 100+ commercial wash cycles.



Design Versatility

From classic stripes to contemporary jacquard patterns, Solapur manufacturers offer extensive design options. Reactive dyes ensure vibrant, fade-resistant colours suitable for premium retail segments.



GLOBAL DEMAND

KEY EXPORT MARKETS AND BUYER SEGMENTS

Retail Chains

Department stores and home textile retailers in Europe, North America, and Middle East seek mid-to-premium grade towels (400-600 GSM) with strong brand potential and consistent quality.

Hospitality Sector

Hotels, resorts, and spas globally require bulk orders of institutional-grade towels (450-700 GSM) with excellent durability, quick-dry properties, and customisation options for branding.

Wholesalers & Distributors

B2B buyers in emerging markets value competitive pricing, flexible MOQs, and reliable supply chains. Growing demand from Africa, Latin America, and Southeast Asia for value-oriented products.

Private Label Brands

E-commerce platform and lifestyle brands seek OEM partnerships for exclusive designs, sustainable materials, and differentiated product lines with complete packaging solutions.



Technical Specifications for International Buyers

GSM RANGE Standards

- **300-400 GSM:** Economy grade, quick-dry
- **400-500 GSM:** Standard retail quality
- **500-600 GSM:** Premium home use
- **600-800 GSM:** Luxury hospitality grade

Fabric Composition & Sizing

Standard Compositions: 100% cotton remains the benchmark for quality. Cotton-polyester blends (80:20 or 70:30) offer enhanced durability and reduced production costs for institutional buyers.

Common Dimensions: Face towels (30×30 cm), hand towels (40×60 cm, 50×100 cm), bath towels (70×140 cm, 75×150 cm), bath sheets (90×180 cm, 100×200 cm). Custom sizing available for specific requirements.

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Essential Quality Parameters and Testing Standards

01

Colour Fastness Testing

ISO 105 standards for wash, light, and perspiration fastness. Grade 4-5 required for export quality. Testing confirms colours remain vibrant through multiple wash cycles without bleeding or fading.

03

Absorbency Standards

Water absorption rate testing per ASTM D4772. Premium towels achieve <5 seconds sink time. Hydrophilic finishing ensures optimal moisture wicking for end-user satisfaction.

02

Dimensional Stability

Maximum shrinkage tolerance: 3-5% (ISO 5077). Pre-shrinking treatments ensure towels maintain size specifications after laundering, critical for retail packaging accuracy.

04

Construction Quality

Inspection of loop pile density, selvedge strength, hem stitching (minimum 12 stitches/inch), and overall weight consistency. Visual defect inspection ensures export-grade finishing.

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Export Compliance and Certification Requirements



Mandatory Documentation

- Commercial invoice and packing list
- Certificate of Origin (preferential tariffs) Bill of Lading / Airway Bill Pre-shipment inspection certificate
- Textile Committee registration (India)



Environmental Certifications

- OEKO-TEX Standard 100 (harmful substances)
- GOTS (Global Organic Textile Standard)
- BCI (Better Cotton Initiative)
- ISO 14001 (Environmental Management)



Quality Certifications

- ISO 9001:2015 (Quality Management)
- SA 8000 (Social Accountability)
- WRAP (Worldwide Responsible Production)
- BSCI compliance for European markets

- ❏ **Compliance Tip:** EU markets increasingly require REACH compliance and chemical safety documentation. US imports must meet CPSIA standards for children's products and flammability requirements.

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BRANDING, PACKAGING AND MARKET-SPECIFIC REQUIREMENTS



Packaging Variations

Retail-ready packaging: Individual poly bags, belly bands with product information, gift boxes for premium lines, and shelf-ready display cartons with product windows.

Institutional bulk packaging: Multi-piece polyethylene wrapping, master cartons with compression for container optimization, and moisture-resistant materials for maritime shipping.

LABELLING ESSENTIALS

- Care instructions in target language, fibre content declaration, country of origin, size specifications, and manufacturer details. EU requires multilingual labels; US mandates FTC compliance for textile labelling.

BARCODE SYSTEMS

EAN-13 for Europe, UPC-A for North America. SKU management for inventory systems, QR

- codes for traceability, and RFID tags for high-value hospitality orders with asset tracking requirements.

Export Pricing and Trade Terms

1

EXW (Ex Works)

Buyer assumes all costs and risks from manufacturer's facility. Lowest price point, suitable for experienced importers with established logistics networks.

2

FOB (Free On Board)

Most common term in textile trade. Seller covers inland transport and export customs. Buyer handles ocean freight, insurance, and import duties.

3

CIF (Cost, Insurance, Freight)

Comprehensive pricing including delivery to destination port. Preferred by smaller buyers. Seller manages full logistics chain until port delivery.

Pricing Considerations

Raw Material Costs: Cotton prices fluctuate 15-25% seasonally. Long-term contracts help stabilize pricing for bulk orders.

Order Volume: MOQs typically 500-1000 pieces per design. Volume discounts of 10-20% apply for container-load quantities.

Customisation: Jacquard designs, embroidery, and special finishes add 15-30% to base pricing. Sampling costs usually deducted from production orders.

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VALUE ADDITION AND GROWTH STRATEGIES

Jacquard Premium Range

Intricate woven patterns command 40-60% price premium. Target luxury retail and boutique hotels seeking distinctive designs.

Children's Collections Custom Branding

Vibrant prints, hooded designs, and character licensing. Fast-growing segment with higher margins and repeat purchase patterns.

Solutions

Embroidery, screenprinting, and woven labels for hotel chains and corporate gifts. Long-term contracts ensure steady business.

- **Trade fair participation:** Heimtextil Frankfurt, Maison & Objet Paris, NY Home Textiles Show, and regional exhibitions in Middle East and Africa
- **Digital presence:** Professional websites with product catalogues, B2B platforms (Alibaba, India MART, Global Sources), and LinkedIn outreach to procurement managers
- **Buyer delegations:** Host visits to manufacturing facilities, arrange quality audits, and build long-term relationships through consistent communication
- **Market intelligence:** Monitor trends in sustainable textiles, smart fabrics, and antimicrobial treatments to stay ahead of buyer demands

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