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EXPORT TRENDS AND CHALLENGES OF THE GARMENT INDUSTRY IN CHENNAI

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ABSTRACT

This study investigates the emerging trends and challenges in the textile industry, based on a survey of 233 respondents. Descriptive statistics reveal significant insights into various aspects of the industry. Trends such as E-Marketing, Advanced Apparel Manufacturing, Customization and Personalization, and 3D Technologies are highly rated, indicating their growing importance. Conversely, challenges such as fragmentation, technological obsolescence, tax structure issues, stagnant exports, lack of scale, foreign investment, infrastructure deficiencies, standardization, and skilled manpower shortages present significant obstacles. To address these challenges, recommendations include encouraging consolidation and collaboration, investing in research and development, simplifying tax structures, boosting exports, promoting scalability, attracting foreign investment, improving infrastructure, enforcing industry-wide standards, and enhancing skilled manpower through education and training. By implementing these strategies, the textile industry can enhance its competitiveness and sustainability in the global market, ensuring future growth and development.

Keywords: Garment Industry, Export Trends, Challenges.

Introduction

The Indian textile industry is one of the largest in the world with a massive raw material and textiles manufacturing base. Our economy is largely dependent on textile manufacturing and trade and other major industries. About 27% of the foreign exchange earnings are on account of the export of textiles and clothing alone. The textiles and clothing sector contributes about 14% to the industrial production and 3% to the gross domestic product of the country. Around 8% of the total excise revenue collection is contributed by the textile industry. So much so, that the textile industry accounts for as large as 21% of the total employment generated in the economy. Around 35 million people are directly employed in the textile manufacturing activities. Indirect employment including the manpower engaged in agricultural-based material production like cotton and related trade and handling could be stated to be around another 60 million.

The textile industry stands out with an exceptional importance in the worldwide economy as textile and clothing are amongst the foremost manufactured products. For developing countries textile industry has become an appropriate preference towards the path to industrialization. The textile industry has played a significant part in the in the initial hours of industrialization phases in Japan, Britain, North America and East Asian economies, including Hong Kong, the Republic of Korea and Taiwan which depended a great deal on textile & clothing exports from 1950 till 1980. The emerging economies like India, Bangladesh, Sri Lanka and Pakistan have come forward as major textile exporters in the past years. The textile industry of India comprises of business occupied in spinning natural & man-made fibers

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into yarns and threads which are then changed into fabrics. Finally, the process of dyeing and finishing takes place. Indian textile industry is a significant contributor towards the economic development of the nation. The textile industry contributes to 14 per cent of industrial production, 4 per cent of GDP, 13 per cent in total export basket, 27 per cent to the foreign exchange and 5 per cent in world textile exports. It also makes available employment to over 45 million people. Textile industry is a very varied industry, with its products being used by almost everyone. Availability of abundant raw material and lower cost skilled human resources not only provides competitive advantage but also helps out the industry to be in command of costs and also minimizes the lead-time. India is one of the largest producers of cotton in the world and is also rich in resources of fibers like polyester, silk, viscose etc

Textile is the largest single industry in India (and amongst the biggest in the world), accounting for about 20% of the total industrial production. It provides direct employment to around 20 million people. Textile and clothing exports account for one-third of the total value of exports from the country. There are 1,227 textile mills with a spinning capacity of about 29 million spindles. While yarn is mostly produced in the mills, fabrics are produced in the power loom and handloom sectors as well. The Indian textile industry continues to be predominantly based on cotton, with about 65% of raw materials consumed being cotton. The yearly output of cotton cloth was about 12.8 billion m (about 42 billion ft). Manufacturing jute products (1.1 million metric tons) ranks next in importance to cotton weaving. Textile is one of India's oldest industries and has a formidable presence in the national economy since it contributes to about 14 percent of manufacturing value-addition, accounts for around one-third of our gross export earnings, and provides gainful employment to millions of people. They include cotton and jute growers, artisans, and weavers who are engaged in the organized as well as decentralized and household sectors spread across the entire country.

Statement of Problem

Chennai City is a prosperous hosiery product marketing center; it has been facing numerous problems in marketing. Lack of product diversification, lack of technological upgradation, and inability to meet buyers' complaints are some examples of production problems. These problems, in turn, hamper the marketing strategies of the garments Ready-made. Similarly, inordinate delays in getting information regarding buyers, tastes, and preferences and inadequate communication and information about market trends are a few such marketing problems encountered by the garment Employees. Additionally in the marketing part lack of innovative ideas and pricing war, fake products, and poor bargaining power. These marketing problems have affected the garment employees in Chennai City. The garment manufacturing units in Chennai City mainly depend on external sources to meet their capital requirements. Commercial banks are the most important sources of finance for the garments in Chennai City. Too many formalities, insufficient security, and the delay in getting loans are the major problems related to obtaining loans from financial institutions. Procurement of quality and sub-quality raw materials by the Garment Industries is a major problem. Non-availability of the required quantity and desired quality of raw materials, and high fluctuation in the purchase price and place of purchase are the problems in the procurement of raw materials. Apart from this problem in every process viz., knitting, dyeing, compacting, printing, embroidering, and Cut Making Trim, the manufacturers are also facing problems. About the marketing aspects, there are other problems such as stiff competition, lack of technology adaptation, and changes in consumer behaviour. Apart from that Government quota and non-quota systems, lack creativity mind in designing less. Productivity to meet the global demand and inadequate transport facilities are affecting the marketing of garments. Though there are great deals of problems. The researcher urged that all this should be reviewed from the right perspective and complete revamping of the working methodology should take place. Brand enhances the personality of a person. In Indore, people associate the brand with the quality of the product, its style, and its design. In return, they expect the branded product to provide recognition, satisfaction, and value for the money invested. The survey depicts that there is a relationship between consumer income and the satisfaction derived from a purchased product. People are price sensitive and the final selection or rejection of the good depends on the price/budget of the buyer. From the brand-aware people, comfort and product are key motivators for purchasing branded garments. Price is the biggest influencer for purchasing decisions. Therefore, this study is aimed at measuring the consumers" preference towards Indian and Multinational Brands. The present study is focused on export trends and challenges of the garment industry in Chennai City.

Objectives of the Study

- To evaluate the textile industry and to study the challenges faced by the industry in India.
- To identify the emerging trends and the Technology Adoption in the textile industry.

Methodology

The entire study is descriptive, wherein both primary and secondary data were used for the study. Primary data has been collected through a structured questionnaire. The exploration questionnaire was designed grounded on the former empirical workshop of literature. The exploration questionnaire was used as the primary data collection system. Measured from a 5 (SA) to 1 (SDA). Secondary data was collected from magazines, news, reviews, etc., The study adopted a simple random sampling technique to collect the information from respondents, with a sample size of 233. Research design means a specified framework for controlling the data collection. The research is descriptive, which could provide an accurate picture of the induction procedure conducted in the organization. Descriptive research includes surveys and fact-finding inquiries of different kinds. Statistical methods lay stress on objectivity rather than rely on intuition and judgment and averages& percentages can easily be calculated. The statically method needs the collection of data in two forms Primary data and Secondary Primary data are those that are collected fresh and for the first time and thus happen to be data original, i.e., Observation and Direct communication. Secondary data are those that have already been collected by someone else and have already been passed through a statistical process. In this project report, secondary data is used from Sales report Websites. This study applied the convenience sampling technique, one of the non-probability sampling techniques. The reason for adopting this sampling technique would be due to its time effectiveness and cost-effectiveness, as well as the ability to reach the sample within the context of a pandemic. For this research study, both primary and secondary data were collected. Primary data is first and data raw which were collected from the distribution of the questionnaire. Secondary data is second hand, different journals, books, websites, articles, and reports, were used to collect data.

Data Analysis and Interpretation

After the data had been collected, it was processed and tabulated using Microsoft Excel -2007 Software. The statistical techniques adopted are Percentage, Mean, standard deviation, Chi-square, one-sample t-test, and ANOVA. SPSS version 18.0 statistical software was used and the results obtained thereby have been analyzed and interpreted. The investigator also intends to find out the differences in the demographic variables namely, gender, age, qualification, marital status, years in present position, and overall work experience, etc.

Gender	Frequency	Percentage		
Male	173	74.2		
Female	60	25.8		

The above table shows that out of 173 respondents, 74.2 % of them came under the men's category and female 25.8%. Table 2: Age

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Frequency	Percentage				
71	30.5				
141	60.5				
21	9.0				
	Frequency 71 141 21				

The above table shows that out of 233 respondents, 30.5% of them came under the age category Below 35 Years, 60.5 percent of the respondents are coming under the age of 36- 45 Years and the remaining 9 percent of respondents are coming under the age of 46-55 Years.

Table 3: Year of Experience						
Year of Experience Frequency Percentage						
< 2 Years	10	4.3				
2-5 Years	33	14.2				
5-10 Years	166	71.2				
10-15 Years	6	2.6				
Above 15	18	7.7				

The above result shows that 4.3 percent of respondents are below 2 years, 14.2 Percent of the respondents are 2-5 Years, 71.2 Percent of the respondents are 5-10 years, 2.5 Percent of the respondents are 10-15 years Percent of the respondents 2.6% and remaining 7.7 percent of the respondents are Above 15.

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Table 1: Gender

Designation	Frequency	Percentage
Manager	60	25.8
Executive Employee	60	25.8
Technical operator	113	48.5

Table 4: Designation

The above table shows that out of 233 respondents, 25.8 % of the coming under the Manager, Executive Employees 25.8%, and Technical operators 48.5%.

Table 5: Marital Status

Marital Status	Frequency	Percentage
Married	144	61.8
Unmarried	89	38.2

The above table shows that out of 144 respondents, 61.8 % of the coming under the Married and Unmarried 38.2%.

Table 6: Literacy Level

Literacy Level	Frequency	Percentage
Graduate	137	58.8
Post Graduate	55	23.6
Professional Qualification	41	17.6

The above table shows that out of 243 respondents, 23.9 % of the coming under the Under Graduate and Post Graduate 25.8%, and Professional Qualification 16.0%.

Table 7: Monthly Income

Monthly Income	Frequency	Percentage
Below Rs.20,000	172	73.8
Rs.20,001 – Rs.30,000	13	5.6
Rs.30,001 – Rs.50,000	10	4.3
Above Rs.50,000	38	16.3

From the above table shows that out of 233 respondents, 73.8 % of the coming under the Below Rs.20,000 Income of the respondents and Rs.20,001 – 30,000 of Income of the respondents5.6 %, Rs.30,001 – 50,000 Income of the respondents 4.3% and Above 50,000 of Income of the respondents16.3 %.

Table 8: Product Specialization

Product Specialization	Frequency	Percentage
Men's Wear	52	22.3
Kids Wear	103	44.2
Common Category	36	15.5
Women's Wear	42	18.0

The above table shows that out of 233 respondents, 22.3 % of the coming under Men's Wear and Kids Wear 44.2 %, Common Category of the respondents 15.5%, and finally, Women's Wear 18%.

Table 9: Emerging Trends In Textile Industry

Descriptive Statistics							
N Minimum Maximum Mean Std. Deviatio							
E-Marketing	233	1	5	4.21	1.055		
Marketing Initiatives	233	2	5	3.82	1.051		
Skill Development	233	1	5	4.12	1.188		
Export Promotion	233	1	5	3.81	1.405		
Technology change	233	2	5	3.90	1.020		
Welfare Schemes	233	1	5	3.70	1.191		
Migrant Labour	233	2	5	4.33	.724		
Mean Score	233			3.98	1.091		

Source: Primary Data

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The table presents descriptive statistics on emerging trends in the textile industry based on a survey of 233 respondents. E-Marketing emerges as a highly rated trend with a mean score of 4.21 and a standard deviation of 1.055, indicating its strong emphasis and widespread adoption despite some variability in responses. Marketing Initiatives and Export Promotion both show moderate to high importance with mean scores of 3.82 and 3.81, respectively, though Export Promotion has a higher variability in responses (standard deviation of 1.405) compared to Marketing Initiatives (1.051). Skill Development is also considered important, with a mean of 4.12 and a higher standard deviation of 1.188, suggesting varied opinions. Technology Change is rated fairly high at 3.90 with relatively low variability (standard deviation of 1.020), implying a consensus on its importance. Welfare Schemes have a mean score of 3.70, indicating moderate importance with considerable variability (standard deviation of 1.191). Migrant Labour stands out with the highest mean score of 4.33 and the lowest variability (standard deviation of 0.724), reflecting its strong importance and a strong consensus among respondents. Overall, the mean score for all trends is 3.98 with a standard deviation of 1.091, highlighting a generally high level of importance across these trends with moderate variability in responses. This data underscores the emphasis on trends like migrant labor, e-marketing, and skill development in the textile industry, while also recognizing the significance of export promotion and welfare schemes.

Table 10:	Technology	Adoption
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Descriptive Statistics					
	N	Minimum	Maximum	Mean	Std. Deviation
The adoption of technology in the industry has sped up the manufacturing and marketing processes	233	1	5	4.20	.685
Many employees have lost their jobs due to the approval of the technology	233	2	5	4.32	.801
Most consumers find it easier to shop online than physically going to a mall or clothing store	233	1	5	4.06	1.077
Becoming tech-savvy has increased productivity	233	1	5	4.00	1.112
Mean Score	233			4.15	0.919

Source: Primary Data

The table presents descriptive statistics on emerging trends in the textile industry based on a survey of 233 respondents. E-Marketing emerges as a highly rated trend with a mean score of 4.21 and a standard deviation of 1.055, indicating its strong emphasis and widespread adoption despite some variability in responses. Marketing Initiatives and Export Promotion both show moderate to high importance with mean scores of 3.82 and 3.81, respectively, though Export Promotion has a higher variability in responses (standard deviation of 1.405) compared to Marketing Initiatives (1.051). Skill Development is also considered important, with a mean of 4.12 and a higher standard deviation of 1.188, suggesting varied opinions. Technology Change is rated fairly high at 3.90 with relatively low variability (standard deviation of 1.020), implying a consensus on its importance. Welfare Schemes have a mean score of 3.70, indicating moderate importance with considerable variability (standard deviation of 1.191). Migrant Labour stands out with the highest mean score of 4.33 and the lowest variability (standard deviation of 0.724), reflecting its strong importance and a strong consensus among respondents. Overall, the mean score for all trends is 3.98 with a standard deviation of 1.091, highlighting a generally high level of importance across these trends with moderate variability in responses. This data underscores the emphasis on trends like migrant labor, e-marketing, and skill development in the textile industry, while also recognizing the significance of export promotion and welfare schemes.

Tabl	e 11:	Product	Aspects
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Descriptive Statistics						
	N	Minimum	Maximum	Mean	Std. Deviation	
Quality	233	1	5	4.13	1.017	
Price	233	3	5	4.29	.516	
Designs	233	3	5	4.09	.643	
Collections	233	2	5	4.05	.869	
Colour	233	1	5	4.21	1.044	
Mean Score	233			4.15	0.818	

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The table presents descriptive statistics on various product aspects in the textile industry, based on a survey of 233 respondents. Quality is highly rated with a mean score of 4.13 and a standard deviation of 1.017, indicating strong satisfaction or importance, though there is some variability in responses. Price has the highest mean score of 4.29 and the lowest standard deviation of 0.516, suggesting it is a crucial aspect with a high level of consensus among respondents. Designs also score well, with a mean of 4.09 and a standard deviation of 0.643, reflecting general satisfaction with moderate variability. Collections have a mean score of 4.05 and a standard deviation of 0.869, indicating they are considered important, with some variability in opinions. Colour receives a high mean score of 4.21 and a standard deviation of 1.044, showing it is a significant aspect with a fair amount of variability in responses. Overall, the mean score for all product aspects is 4.15 with a standard deviation of 0.818, highlighting a generally high level of satisfaction or importance across these aspects with moderate variability in responses. This data underscores the importance of quality, price, designs, collections, and color in the textile industry, with price and color standing out as particularly crucial factors.

Table 12:	Trends	in the	Textile	Industry
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Descriptive Statistics						
	Ν	Minimum	Maximum	Mean	Std. Deviation	
Advanced Apparel Manufacturing	233	3	5	4.07	.656	
Sustainable Supply Chain	233	2	5	4.04	.880	
Customization and Personalization	233	1	5	4.21	1.044	
3D Technologies	233	1	5	4.15	1.092	
AI and Data Analytics	233	1	5	3.86	1.262	
Immersive Fashion	233	1	5	3.63	1.336	
Mean Score	233			3.99	1.045	

Manufacturing has a high mean score of 4.07 and a low standard deviation of 0.656, suggesting it is a widely recognized and important trend with a strong consensus among respondents. Sustainable Supply Chain follows closely with a mean of 4.04 and a standard deviation of 0.880, indicating significant importance with moderate variability in responses. Customization and Personalization is rated very highly, with a mean score of 4.21, but it has a higher standard deviation of 1.044, reflecting varied opinions. Similarly, 3D Technologies is well-regarded with a mean of 4.15 and a standard deviation of 1.092, showing it is an important trend with some diversity in responses. Al and Data Analytics has a mean score of 3.86 and a standard deviation of 1.262, indicating moderate importance with considerable variability in perceptions. Immersive Fashion has the lowest mean score of 3.63 and the highest standard deviation of 1.336, suggesting it is the least emphasized trend with the most varied opinions among respondents. The overall mean score for all trends is 3.99 with a standard deviation of 1.045, highlighting a generally high level of importance across these trends with moderate variability. This data underscores the emphasis on trends like Customization and Personalization, Advanced Apparel Manufacturing, and 3D Technologies in the textile industry, while also recognizing the emerging importance of Al, Data Analytics, and Immersive Fashion.

Descriptive Statistics						
	Ν	Minimum	Maximum	Mean	Std. Deviation	
Fragmentation	233	1	5	3.61	1.244	
Technological Obsolescence	233	1	5	3.55	1.309	
Tax Structure Issues	233	1	5	3.65	1.089	
Stagnant Exports	233	1	5	3.40	1.079	
Lack of Scale	233	2	5	4.42	1.081	
Foreign Investment	233	1	5	3.61	1.077	
Lack of Infrastructure	233	1	5	4.06	.972	
Lack of standardization	233	1	5	4.79	.474	
Lack of Skilled manpower	233	2	5	4.61	.593	
Mean Score	233			3.97	0.991	

The table provides descriptive statistics on various challenges faced by the textile industry, based on a survey of 233 respondents. Fragmentation has a mean score of 3.61 and a standard deviation of 1.244, indicating moderate concern with significant variability in responses. Technological Obsolescence is similarly rated with a mean of 3.55 and a higher standard deviation of 1.309, reflecting

diverse opinions on its impact. Tax Structure Issues have a mean score of 3.65 and a standard deviation of 1.089, suggesting moderate importance with somewhat less variability. Stagnant Exports is perceived as a less critical challenge, with a mean of 3.40 and a standard deviation of 1.079. In contrast, Lack of Scale is a major concern with a high mean score of 4.42 and a standard deviation of 1.081, indicating strong agreement among respondents. Foreign Investment has a mean score of 3.61 and a standard deviation of 1.077, showing moderate concern with less variability. Lack of Infrastructure is also a significant challenge, with a mean score of 4.06 and a standard deviation of 0.972. The highest concern is Lack of Standardization, with a mean score of 4.79 and the lowest standard deviation of 0.474, indicating a strong consensus on its importance. Similarly, Lack of Skilled Manpower is a critical issue, with a mean score of 4.61 and a standard deviation of 0.593, showing broad agreement among respondents. Overall, the mean score for all challenges is 3.97 with a standard deviation of 0.991, highlighting a generally high level of concern across these issues with moderate variability. This data underscores the significant challenges of lack of standardization, skilled manpower, and scale in the textile industry, while also recognizing concerns about infrastructure, foreign investment, and technological obsolescence.

Future Recommendations

To address the challenges faced by the textile industry, several strategic actions are recommended. To combat fragmentation, the industry should encourage consolidation and collaboration through strategic partnerships, mergers, and alliances, supported by incentives like tax benefits and financial support for joint ventures. To prevent technological obsolescence, investing in research and development is crucial, with government grants and subsidies for companies adopting new technologies and creating technology hubs for collaboration and innovation sharing. Simplifying and rationalizing the tax structure can reduce the burden on textile manufacturers, achieved by engaging with policymakers to implement a streamlined and easy-to-navigate tax process.

Enhancing the competitiveness of textile products in the global market can boost exports. This can be done by providing export incentives, reducing export duties, organizing international trade fairs, and offering training programs on international market trends and standards. Promoting scalability involves supporting expansion efforts and improving access to capital, facilitated through low-interest loans, financial assistance for expanding production facilities, and the development of industrial clusters for economies of scale.

Attracting foreign investment requires creating a favorable investment climate by streamlining regulatory processes, offering tax breaks, ensuring political and economic stability, and promoting the textile industry through international road shows and investment forums. Improving infrastructure involves investing in transportation, power supply, and logistics by partnering with the government to upgrade facilities in textile clusters and ensuring a reliable power supply and efficient transportation networks to reduce costs. Developing and enforcing industry-wide standards can ensure consistency and quality, supported by establishing a regulatory body to create and monitor standards and providing training and certification programs for compliance. Finally, enhancing skilled manpower involves investing in education and training programs, collaborating with educational institutions to design specialized courses in textile manufacturing and technology, and offering apprenticeship programs and continuous professional development opportunities. By implementing these recommendations, the textile industry can effectively address its challenges, enhancing its competitiveness and sustainability in the global market.

Conclusion

In conclusion, addressing the diverse challenges faced by the textile industry requires a multifaceted approach that combines strategic consolidation, technological advancement, tax reform, export enhancement, scalability promotion, foreign investment attraction, infrastructure improvement, standardization, and skilled manpower development. Encouraging consolidation and collaboration can reduce fragmentation, while investment in research and development will help combat technological obsolescence. Simplifying the tax structure and boosting exports through incentives and training can further enhance industry competitiveness. Promoting scalability and attracting foreign investment are vital for growth, supported by streamlined regulations and favorable investment climates. Infrastructure development is crucial for efficient operations, and establishing industry-wide standards will ensure consistency and quality. Finally, investing in education and training will develop a skilled workforce essential for the industry's future. By implementing these comprehensive recommendations, the textile industry can overcome its challenges and achieve sustainable growth and competitiveness in the global market.

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