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# EXPO NEWS

VOL.18 - ISSUE: 08/2018

August 2018

Monthly Information Bulletin for Sri Lankan Exporters

## *Inside...*

- International Trade Schedule Exhibitions and Calendar & Diary
- International Trade Conferences, Fairs and B2B Exhibitions
- New Acquisitions or New Arrivals in EDB Business Library
- Success Story : Earth Bound Creations
- Export Performance - 2018 July
- EDB Calendar of Events 2018
- Advertisements.



VOL.18 - ISSUE 08/2018



# CONTENTS

Monthly Information Bulletin for Sri Lankan Exporters



International Trade Events-Local

01~02



International Trade Exhibitions

03



Int'l Trade Conference & B2B Exhibition

04~05



Chambers of Commerce - Israeli

06



Schedule: Live, Fresh and Chilled Fish

07~09



Success Story : Earth Bound Creations

11~14



2018 - Calendar of Events

15



EDB Business Library - New Arrivals

16



Export Performance - 2018 July

17

"Expo-News" Monthly bulletin - August 2018

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Concept & Designed by: Zahir Ansari-MA, TF&TI Division, EDB



## 20<sup>th</sup> Power Sri Lanka 2018

## International Expo

Venue:  
Sri Lanka Exhibition & Convention  
Centre (SLECC)  
Colombo – Sri Lanka .  
Date: 27 ~ 29 September 2018



## Textech Sri Lanka International Expo

Venue:  
Sri Lanka Exhibition & Convention  
Centre (SLECC)  
Colombo – Sri Lanka .  
Date: 7 ~ 9 March 2019





# INTERNATIONAL TRADE EVENTS - LOCAL

## 12 Trade Fairs in Sri Lanka from September 2018

Exhibition calendar with 12 trade fairs from September 2018 in Sri Lanka sorted by exhibition date. Most trade fairs in Sri Lanka take place in Colombo with 12 trade fairs. The 3 most common types of fairs in Sri Lanka are Clothing Trade Fairs and Exhibitions, Furnishing Shows and Electronics Trade Shows



10. - 12. September 2018

### GENTEX

Exhibition for yarns, apparel fabrics, trims & accessories, denims, allied

professional visitors and general public  
BMICH - Bandaranaike...  
Colombo



20. - 22. September 2018

### Mega Market

Consumer Fair

publicly accessible  
Sri Lanka Exhibition & ...  
Colombo



01. - 03. November 2018

### Hotel Hospitality & Food Asia

Trade fair for hotels, hospitality, tourism and food businesses

professional visitors only  
Sri Lanka Exhibition & ...  
Colombo



14. - 16. November 2018

### Intex South Asia

The Largest International Textile Sourcing Show of South Asia

professional visitors only  
BMICH - Bandaranaike...  
Colombo



14. - 23. December 2018

### Santastic Fair

Consumer Fair

publicly accessible  
Sri Lanka Exhibition & ...  
Colombo



Date still unknown

### Rubexpo

International trade fair of the plastics and rubber processing industry

professional visitors only  
BMICH - Bandaranaike...  
Colombo



Expected September 2018

### The Bridal Fair

Wedding Fair

publicly accessible  
Sri Lanka Exhibition & ...  
Colombo



Expected February 2019

### GLE Global Lift & Escalator Expo

International Elevator & Escalator Expo

professional visitors only  
Sri Lanka Exhibition & ...  
Colombo



Expected April 2019

### Consumer Fair

Consumer Fair

publicly accessible  
Sri Lanka Exhibition & ...  
Colombo



Expected July 2019

### Summer Fair

Consumer fair

publicly accessible  
Sri Lanka Exhibition & ...  
Colombo



Expected July 2019

### Saree Festival

Fabric and clothing fair

publicly accessible  
Sri Lanka Exhibition & ...  
Colombo



Expected August 2019

### COMPLAST Sri Lanka

International trade fair for plastics

professional visitors only  
BMICH - Bandaranaike...  
Colombo





## Rubber Products

**September 04 ~ 06, 2018**

**9th IRGCE INTERNATIONAL RUBBER GLOVE  
CONFERENCE & EXHIBITION**  
Kuala Lumpur Convention Center, Malaysia  
Web: [www.irgce.com](http://www.irgce.com)

**September 20 ~ 22, 2018**

**RUBBER TECH CHINA 2018**  
Shanghai  
Web: [www.rubbertech-expo.com](http://www.rubbertech-expo.com)

**September 27 ~ 29, 2018**

**ASIA RUBTECH EXPO-2018 (IIRCE)**  
India International Rubber Conference & Expo  
Bengaluru - 560 001, Karnataka, India  
Email: [irkarnataka1@gmail.com](mailto:irkarnataka1@gmail.com)

**November 15 ~ 16, 2018**

**ASIAN POWERTRAIN CONFERENCE 2018**  
Tel: +91 9833 901586 / 8086 582510  
Web: [www.asianpowertrainconference.com](http://www.asianpowertrainconference.com)

## Tea & Coffee

**September 03 ~ 05, 2018**

**TEA & COFFEE WORLD CUP 2018**  
NEC Birmingham, England ([www.tcworldcup.com](http://www.tcworldcup.com))

**September 11, 2018**

**GCA GOLF OUTING**  
Scarsdale, United States ([www.greencoffeeassociation.org](http://www.greencoffeeassociation.org))

**September 20 ~ 23, 2018**

**İSTANBUL COFFEE FESTIVAL 2018**  
Istanbul, Turkey ([www.istanbulcoffeefestival.com](http://www.istanbulcoffeefestival.com))

**November 07 ~ 10, 2018**

**SINTERCAFE 2018**  
San Jose, Costa Rica ([www.sintercafe.com](http://www.sintercafe.com))

## Jewellery

**UBM Asia's Jewellery Portfolio**  
Offers a Total Solution to your Global Needs

**September 12 ~ 15, & 12 ~ 18, 2018**  
**HONG KONG**

**September 29 ~ October 01, 2018**  
**INDIA - New Delhi**

**October 25 ~ 28, 2018**  
**MALAYSIA - Kuala Lumpur**

**November 30 ~ December 03, 2018**  
**HONKONG INTERNATIONAL JEWELRY  
MANUFACTURES SHOW (HKJMA)**

## Woodcarving (UK)

**September 07 ~ 08, 2018**

**YANDLES & SONS WOODWORKING SHOW**  
Hurst Works, Hurts, Martock, Somerset, TA12 6JU  
Web: [www.yandles.co.uk](http://www.yandles.co.uk)

**September 15 ~ 16, 2018**

**WINSCONSIN RIVER CARVERS 2018 SHOW**  
The Holiday Inn, 1001, Amber Avenue, Stevens Point,  
Wisconsin 54482  
Web: [wisconsinriverwoodcarvers.org/2018show](http://wisconsinriverwoodcarvers.org/2018show)

**September 28 ~ 30, 2018**

**BENTLEY WOODFAIR**  
Bentley, Halland, East Sussex, BN8 5AF  
Web: [www.bentley.org.uk](http://www.bentley.org.uk)

**October 21, 2018**

**WORLD STICK MAKING CHAMPIONSHIP**  
Bakewell Agriculture Centre, Agricultural way, Bakewell,  
Derbyshire, DE45 1AH  
Web: <https://thebsg.org.uk>

**October 26 ~ 27, 2018**

**WOODWORKING & POWERTOOL SHOW**  
Westpoint Centre, Clyst St Mary, Exeter, EX51DJ  
Web: [www.wptwest.co.uk](http://www.wptwest.co.uk)

**November 03 ~ 04, 2018**

**THE TOOLPOST OPEN HOUSE**  
Unit 7, Hawksworth, Southmead Industrial Park  
Didcot, Oxfordshire, OX11 7HR  
Web: [www.toolpost.co.uk](http://www.toolpost.co.uk)

**November 16 ~ 18, 2018**

**NORTH OF ENGLAND WOODWORKING SHOW**  
Railway Road, Great Yorkshire Showground,  
Harrogate, HG2 8NZ  
Web: [www.skpromotions.co.uk](http://www.skpromotions.co.uk)

## Ceramics & Others

**October 11 ~ 13, 2018**

**Mumbai - India, POWTECH India**

**October 02 ~ 03, 2018**

**ASIAN RETREAD CONFERENCE 2018**  
Sime Darby Convention Centre  
Kuala Lumpur, Malaysia  
Web: [www.asianretreadconference.com](http://www.asianretreadconference.com)





The poster features a central image of two hands shaking in a firm grip, symbolizing agreement or partnership. The background is a blurred view of a greenhouse with rows of plants. In the foreground, there are large, vibrant flowers: a pink rose on the left and a yellow-orange rose on the right. The text 'EXPO FLOR ECUADOR 2018' is prominently displayed in the center. To the right, a white box contains the dates '19-21 SEPT QUITO 2018' and a call to action 'register now' with the website 'www.florecuador.com'. At the bottom left, contact information is provided. The bottom of the poster has a yellow border with a page number '04' and source information.

**EXPO FLOR ECUADOR 2018**

INTERNATIONAL FLOWER TRADE SHOW  
BEST PLACE TO GROW WITH US

EXPOFLORES

**19-21 SEPT  
QUITO 2018**

**register now**  
[www.florecuador.com](http://www.florecuador.com)

**EXPO FLOR ECUADOR 2018**

More information:  
Bicentenario Park, Quito, Ecuador  
Verónica Soria / [info@florecuador.com](mailto:info@florecuador.com)  
Phone.: (+593 2) 292 3646 . EXT 23  
[www.florecuador.com](http://www.florecuador.com)

04

Source : Information Library at TFTI-EDB

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# ASIA'S LARGEST SEAFOOD SHOW

2018



China  
Fisheries  
& Seafood  
Expo

AQUACULTURE  
CHINA

SEAFOOD TECHNOLOGY  
CHINA



WELCOME TO  
**CFSE 2018**

NOVEMBER 7-9, 2018

QINGDAO INTERNATIONAL EXPO CENTER

青岛国际博览中心

[www.seafoodchina@seafare.com](mailto:www.seafoodchina@seafare.com) / [chinaseafoodexpo.com](http://chinaseafoodexpo.com)



China's seafood imports have almost doubled in the past five years to more than US\$9 billion.



China is on the cusp of changing from the world's largest seafood exporter to the largest seafood importer.

China's seafood consumption is growing 10 percent each year while consumption in other major markets is stagnant or declining. The World Bank predicts that China will account for 38 percent of global seafood consumption by 2030.



In the next 10 years, China's annual food expenditure is expected to exceed US\$500 billion.



Simply put, China is the most important, dynamic seafood market in the world and China Fisheries & Seafood Expo is the best way to access it.





# BUSINESS OPPORTUNITIES FROM ISRAEL



## BUSINESS OPPORTUNITIES FROM ISRAEL

Business Opportunities from Israel is a diverse and exclusive database, containing hundreds of up-to-date business offers from Israel (with new offers being added every month), by Israeli importers, exporters, service providers, and more, from all industries, looking for business partners from around the world.

Brand	Activity	Subject
Textile, Leather and Products	Export to Israel	Looking for garment manufacturers of wovens and knits, fabric developers, fashion and accessories manufacturers
Foreign Trade , Shipping and Storage, Retail and Wholesale	Export to Israel, Joint Ventures, Services, Representation	Importer of Household Appliances is looking for new innovative products for distribution
Food, Beverages and Catering	Export to Israel	Beers
Construction, Real Estate and Plumbing, Metals, Rubber, Plastic and Raw Materials, Wood, Paper, Printing, Packaging and Stationery	Export to Israel, Representation	Aluminium/Wood/Wood-aluminium windows and doors Aluminium Pergolas, Glass, etc.
Textile, Leather and Products, Retail and Wholesale	Export to Israel	Backpacks, Wallets, Sunglasses, Binoculars and other brand-name products
Textile, Leather and Products	Export to Israel	Haute Couture Wedding Dresses
Electronics and Electricity, Textile, Leather and Products, Retail and Wholesale	Export to Israel, Services	Services in China, Expert in Tobacco Accessories, Office Furniture, Mobile Accessories, Hats
Electronics and Electricity, Textile, Leather and Products, Retail and Wholesale	Export to Israel, Services	Services in China, Expert in Tobacco Accessories, Office Furniture, Mobile Accessories, Hats
Chemistry, Medicine, Pharmaceuticals and Cosmetics	Export to Israel	Medical Equipment: Ophthalmology, Plastic Surgery, Dermatology, Neurology, Urology, Cardiology, Trauma, Orthopaedics, Arthroscopy/Endoscopy, Gastroenterology, Otolaryngology, Audiology, General physicians
Food, Beverages and Catering	Export to Israel	Organic Food Products
Chemistry, Medicine, Pharmaceuticals and Cosmetics	Export to Israel	Single Use Medical Products to hospitals, research institutions and Biomed High-tech companies
Food, Beverages and Catering, Chemistry, Medicine, Pharmaceuticals and Cosmetics, Leather and Products, Textile, Wood, Paper, Printing, Packaging and Stationery, Metals, Rubber, Plastic and Raw Materials	Export to Israel, Representation,	Food Products, Consumer Products and Detergents
Education, Teaching and Training	Joint Ventures, Services	Technical Projects & Advisory by Top Israeli Engineers

<https://www.chamber.org.il/37679/40433/?page=1>



LIVE, FRESH AND CHILLED FISH & SEAFOOD							1 US\$ = GBP 0.75 1 US\$ = HK\$ 7.85
FISH SPECIES TRADE NAMES	PRODUCT FORM & GRADING			INDICATIVE PRICE per KG		PRICE REFERENCE & MARKET AREA	ORIGIN
				Res. Currency	USD		
ATLANTIC SALMON	Air-flown	Chilled Gutted	3~5 Kg/pc	¥ 1200~1300	10.85~11.75	Wholesale - Tokyo, Japan	Scotland
				¥ 1000~1300	9.04~11.75		Norway
				¥ 1400~1500	12.66~13.56		Australia
	Fillet -	Fresh	2~3 lb/pc		6.00~6.20	Wholesale - Miami, USA	Europe
			3~4 lb/pc		6.10~6.30		
	Fillet -	D-Trim	2~3 lb/pc		5.15~5.30	Wholesale - Miami, USA	Chile
			3~4 lb/pc		5.25~5.40		
			4~5 lb/pc		5.25~5.40		
HALIBUT	Whole -	Gutted	10~20 lb/pc		7.75~8.25	FOB - New York, USA	USA
			20~40 lb/pc		8.00~8.50		
			> 40 lb/pc		8.50~9.00		
GROUPE Epinephelus spp	Whole -	Fresh / Chilled		SS 6.00~12.00	4.41~8.82	Wholesale - Singapore	Indonesia Malaysia
		Fresh / Chilled			5.10	Wholesale - Sao Paolo, Brazil	Brazil
MUD GROUPE	Whole -	Fresh		HK\$ 82.50~148.50	10.51~18.92	Wholesale - Hong Kong	Hong Kong
BROWN SPOTTED GROUPE E. Coioides	Whole -	Fresh		RM 21.58	5.38	Wholesale - Penang, Malaysia	Thailand
		Chilled					
		Small					
RED GROUPE	Whole -	Gutted/ Chilled			5.75-6.25	Wholesale - Miami, USA	Central America
YELLOW CROAKER	Whole -	Fresh		HK\$ 35.00~135.30	4.46~17.24	Wholesale - Hong Kong	Southeast Asia China
CROAKER Micropogon Furnieri	Whole -	Large			1.45	Wholesale - Sao Paolo, Brazil	Brazil
		Medium			1.00		
		Small			0.75		
PACIFIC CROAKER Cynoscion Albus	Whole -	Small			2.35	Wholesale - Costa Rica	Costa Rica
		Large			3.25		
MANGROVE SNAPPER	Whole -	Fresh		RM 27.47	6.85	Wholesale - Penang, Malaysia	Thailand Indonesia
		Chilled					
	Evisc -	Chilled			NQ	FOB - New York, USA	USA
LANE SNAPPER Lutjanus Guttatus	Evisc -	Chilled	1~2 lb/pc		3.75~4.00	FOB - New York, USA	South America
			2~4 lb/pc		4.00~4.25		
YELLOW TAIL SNAPPER Lutjanus Argentiventis	Evisc -	Chilled	1~2 lb/pc		4.00~4.25	FOB - New York, USA	South America
			2~4 lb/pc		4.00~4.35		
SILK SNAPPER	Evisc -	Chilled	1~2 lb/pc		4.00~4.50	FOB - New York, USA	South America
			2~4 lb/pc		4.00~4.35		
RED SNAPPER Lutjanus sp	Whole -	Fresh		SS8.00~10.00	5.88~7.35	Wholesale - Jurong, Singapore	Indonesia Malaysia
		Fresh			4.70	Wholesale - Rio de Jeneiro, Brazil	Brazil
SEA PERCH Lateolabrax Japonicas	Whole -	Fresh		HK\$ 74.25~90.75	9.46~11.56	Wholesale - Hong Kong	China Hong Kong
THREADFIN BREAM Polynemus spp	Whole -	Fresh		RM 10.55	2.63	Wholesale - Kuala Lumpur	Malaysia
		Chilled					
		Small					



LIVE, FRESH AND CHILLED FISH & SEAFOOD						1 USS = GBE 0.75 1 USS = HKS 7.85
FISH SPECIES TRADE NAMES	PRODUCT FORM & GRADING		INDICATIVE PRICE per KG		PRICE REFERENCE & MARKET AREA	ORIGIN
			Res. Currency	USD		
DOLPHIN FISH (mahi mahi)	H&G Air-flown	Chilled 10~15 lb/pc >15 lb/pc		6.25~6.75 6.50~6.95	FOB - New York, USA	South America
WHITE POMFRET	Whole -	Fresh/ Chilled Medium	RM 34.86	8.69	Wholesale - Kuala Lumpur	Thailand Indonesia
	Whole -	Fresh/ Chilled	HKS 84.15 ~ 245.85	10.72~31.32	Wholesale - Hong Kong	Local / Imported
BLACK POMFRET	Whole -	Fresh/ Chilled	RM 21.71	5.41	Wholesale - Penang, Malaysia	Thailand
		Fresh/ Chilled	HKS 36.00~102.30	4.59-13.03	Wholesale - Hong Kong	Hon Kong China
CHINESE POMFRET	Whole -	Fresh	HKS 396.00~610.00	50.45~77.71	Wholesale - Hong Kong	Hon Kong China
SILVER POMFRET	Whole - (Air- flown)	Chilled 250-300 g/pc		11.50	CFR - Middle East	Bangladesh
		300-400 g/pc		15.00		
		400-500 g/pc		17.20		
		> 500 g/pc		18.65		
BOMBAY DUCK	Whole -	Fresh	HKS 26.00~82.50	3.31~10.51	Wholesale - Hong Kong	Hon Kong China
SCAD MACKEREL	Whole -	Fresh	HKS 50.00~115.50	6.37~14.71	Wholesale - Hong Kong	Hon Kong China
SPANISH MACKEREL <i>Scomberomous spp</i>	Whole -	Fresh/ Chilled Medium	RM 25.80	6.43	Wholesale - Kuala Lumpur	Thailand Indonesia
	Whole -	Fresh/ Chilled	SS 6.00~13.00	4.41~9.56	Wholesale - Singapore	Indonesia Malaysia
INDIAN MACKEREL <i>Rastrelliger spp</i>	Whole -	Fresh/ Chilled	RM 11.48	2.86	Wholesale - Penang, Malaysia	Malaysia Thailand
		Fresh	SS 4.00~7.00	2.94~5.15	Wholesale - Jurong, Singapore	Thailand Indonesia
HAIR TAIL (Ribbon Fish)	Whole -	Fresh	HKS 34.65~96.00	HKS 34.65- 96.00-4041- 12.23	Wholesale - Hong Kong	Southeast Asia
HARDTAIL SCAD	Whole -	Fresh	RM 7.31	RM 7.31+1.82	Wholesale - Penang, Malaysia	Thailand
TILAPIA	Fillet-	Chiled, B/L,S/L	3~5 oz/pc	3.50~0.70/lb	Wholesale - Miami, USA	Latin America
			5~7 oz/pc	3.50~3.70/lb		
			7~9 oz/pc	3.60~3.80/lb		
CHANNEL CATFISH	Fillet-	Fresh	3~5 oz/pc	4.50~4.60/lb	Wholesale - NY, USA	USA
			5~7 oz/pc	4.50~4.60/lb		
CONGER EEL	Whole -	Fresh	HKS 47.00~105.00	5.99~13.38	Wholesale - Hong Kong	Hong Kong/ China
BLACK TIGER SHRIMP <i>Penaeus monodon</i>	Head on-	Fresh/ Chilled	SS 12.00~36.00	8.82~26.47	Wholesale - Singapore	Indonesia/ Malaysia
WHITE SHRIMP <i>Vannamei</i>	Head on-	Fresh/ Chilled Medium	RM 24.88	6.20	Wholesale - Kuala Lumpur	Malaysia
	Head on-	Fresh/ Chilled	SS 6.00~26.00	4.41~19.12	Wholesale - Singapore	Indonesia/ Malaysia
SEA URCHIN ROE	Price / Tray (150-350gr)					
	Fresh- Large		Red ¥ 3300~12000	29.84~108.50	Wholesale	Japan
			¥ 1400~2500	12.66~22.60	- Tokyo, Japan	USA



LIVE FISH & SHELLFISH					1 US\$ = CBE 0.75 1 US\$ = HK\$ 7.85
FISH SPECIES TRADE NAMES	PRODUCT FORM & GRADING	INDICATIVE PRICE per KG		PRICE REFERENCE & MARKET AREA	ORIGIN
		Res. Currency	USD		
BROWN SPOTTED GROUPER	Live	HK\$ 170-330	21.66-42.04	Wholesale - Hong Kong	Southeast Asia
GREEN GROUPER	Live	HK\$ 80-325	10.19-41.40	Wholesale - Hong Kong	Southeast Asia
LEOPARD CORAL GROUPER	Live	HK\$ 350-810	44.59-103.18	Wholesale - Hong Kong	Southeast Asia
BROWN MARBLED GROUPER	Live	HK\$ 180-410	22.93-52.23	Wholesale - Hong Kong	Southeast Asia
RED GROUPER	Live	HK\$ 1238-1320	157.71-168.15	Wholesale - Hong Kong	Southeast Asia
MANGROVE SNAPPER	Live	HK\$ 46-130	5.86-8.41	Wholesale - Hong Kong	Southeast Asia
MALABAR RED SNAPPER	Live	HK\$ 66-125	8.41-11.59	Wholesale - Hong Kong	Southeast Asia
RUSSELL SNAPPER	Live	HK\$ 91-140	11.59-15.92	Wholesale - Hong Kong	Southeast Asia
POMPANO	Live	HK\$ 53-105	6.75-13.38	Wholesale - Hong Kong	Hong Kong
AMERICAN LOBSTER	Live 1 lb/pc		8.00~8.35 /lb	FOB - New York, USA	USA
	Live 1 1/8 lb/pc		8.00~8.35 /lb		
	Live 1 1/4 lb/pc		8.00~8.35 /lb		
	Live 1 1/2 lb/pc		8.50~8.75 /lb		
LOBSTER Panulirus sp	Live	HK\$ 350-908	44.59-115.67	Wholesale - Hong Kong	Southeast Asia/Australia
SHRIMP	Live Medium	HK\$ 100-528	12.74-67.26	CFR - Hong Kong	Southeast Asia
	Live Large	HK\$ 320-908	40.76-115.67		
THREE- SPOTTED CRAB	Live	HK\$ 83-205	10.57-26.11	CFR - Hong Kong	Southeast Asia
MANTIS SHRIMP	Live	HK\$ 65-198	8.28-25.22	CFR - Hong Kong	Southeast Asia
RED CRAB	Live	HK\$ 225-825	28.66-105.10	CFR - Hong Kong	Southeast Asia





# GULFOOD

## MANUFACTURING

**31 OCT - 2 NOV 2017**  
DUBAI WORLD TRADE CENTRE



**EXPO**  
**2020**  
DUBAI  
UAE





# My Biggest Problem today is Insufficiency of Wast Material

Sagara Ranga Liyanage  
Managing Director  
EARTH BOUND CREATIONS



**Earth Bound Creations a company earning foreign exchange by turning waste into finished products, in a country where waste management has become a social issue.**

All of you may have undoubtedly heard the story of a man who became a millionaire through starting his business with a dead rat. But, hearing of a story bearing a marked resemblance to that could cause amazement.

A man who won the business world using waste, that has become a scourge, not only in our country but also the whole world, shouldn't that man be valued, not only as a man that has won the business world, but as a true friend of the society that has provided a successful solution for a burning social issue?



# SUCCESS STORY : EARTH BOUND CREATIONS

A person who has crossed both those thorny boundaries is the Managing Director of Earth Bound Creations, Sagara Ranga Liyanage.

Starting life as a photographer, he may have snapped the cherished memories of thousands of his clients through the lens of his camera. Furthermore, he never forgot to note the beauty of, and damages to, the environment.

**"I saw many a place in this beautiful country defiled by man by disposing waste matter in unsuitable places through the third eye-my camera lens. As a nature lover, seeing such instances, I thought I must do something to the best of my ability to alleviate this problem."**



He began to do something creative with various items of waste being disposed to the environment with the idea of doing even a little thing to solve this environmental issue.



**"I created greeting cards using throw-away papers and newspapers. Even though I did it for my own amusement in the beginning, later I gave a few of them to shops in the Kandy area to be sold..."**

Sagara's greeting cards business was not so successful. Like other novice creators, he did not get any encouragement.

**"I trudged every street in Kandy carrying my greeting cards. Many shop keepers said that those cards won't sell. But, I was confident that the people will realize their value..."**

Sagara, an accomplished artist, is clever in recreating anything found in the surrounding environment attractively using his artistic skills. Because of this, there was a vast

difference between Sagara's greeting cards and other greeting cards available for sale in shops.

**"Gradually, orders started coming. The majority of my greeting cards were bought by foreigners. In those days, about 100 greeting cards were sold in a month. My monthly income was about Rs. 3000.00..."**

Even though his production capacity was very small, Sagara had a good understanding of the future prospects of his business. But, he was not knowledgeable about business acumen or the technical



# SUCCESS STORY : EARTH BOUND CREATIONS

necessities for enhancing his patterns and designs.

**“I started all things from zero. I had a liking for business matters but did not have any entrepreneurship knowledge. In the earlier times, the Central Province Ministry of Industries and the National Crafts Council helped me in various levels.”**

He was directed to the Export Development Board at that time. Even though an industry with export possibilities, at that time Sagara's enterprise had not reached the optimal level to be an export business.



**“At that time, our products were not of sufficient quality to be directed to the export market. They showed me the importance of obtaining experience in the local market before going for the export market. Furthermore, the officials of the Export Development Board edified me on the development of quality that should be there in an export product, quality control and the importance of high finish of products. Especially they directed me to two private sector organizations selling handicrafts. The best part of my journey began from that point...”**

He visited those organizations carrying his samples countless times expecting a satisfactory reaction, but, at every visit, the superiors at those organizations pinpointed the shortcomings of his products and told him to rectify them and bring his samples again.



**“I visited one such organization 16 times. In the end, they told me that my products are now in the proper condition. The first time, they gave me an order for only Rs. 2000.00. Most importantly, by recalling me 16 times, they had expected to test us whether we are dedicated to improve the quality of our products through accepting the advice of that organization. Today, I fulfill about one billion Rupees worth of orders per month from that organization...”**

Sagara, having made a considerable entry into the local market, once again sought the assistance of the Export Development Board to enter the export market.



# SUCCESS STORY : EARTH BOUND CREATIONS



**“Recognizing me as an entrepreneur suitable for the export market, this time they gave me great assistance...”**

Earth Bound Creations manufacture a large number of products made using waste and refuse and environment-



friendly raw material and export those products. Today, the company has about 240 employees. The number of suppliers dealing with Earth Bound Creations indirectly is also very large. The Netherlands, Italy, Germany, Australia, Dubai and China have become their major buyers.

Problems and difficulties

occurring in initiating and maintaining an industry is normal. But, Earth Bound Creations is today facing a problem of a nature faced by no other company in the country.

**“I bring foreign exchange into the country through waste material. My production process requires about three tons of waste newspapers per month. But, the main problem I am facing today is the dearth of waste newspapers and other waste material.”**

He says that not lowering the quality of his products with the increase in demand was one reason for receiving orders without a break. Furthermore, before directing a new product to the market and to increase the quality of his current products, he uses a research methodology original to him.

**“Once I have manufactured a new product, I use that product in my home and office. That is my production research methodology. Through that, I experience the merits and the demerits of the product as well as points that need improvement first hand.”**

Earth Bound Creations uses 99% female labour in its production process. Furthermore, he had smartly managed to productively maintain his industry in the small space he has.

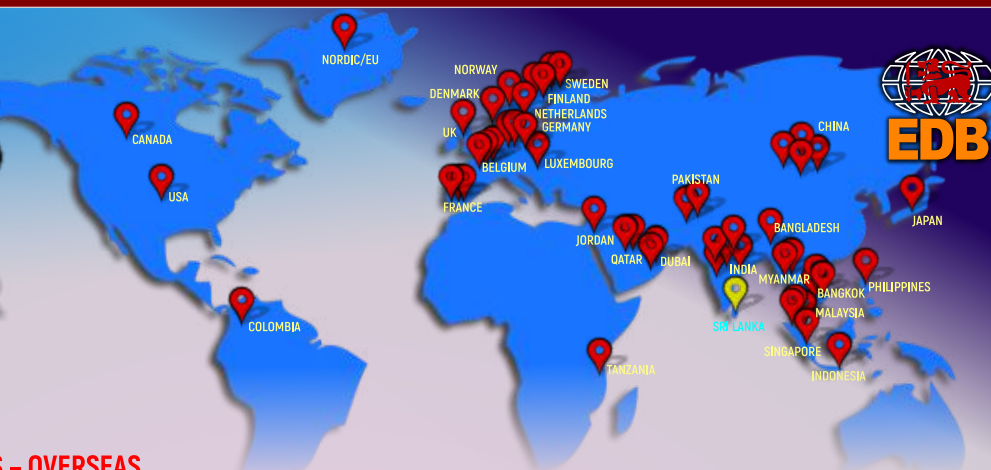
Next, we were interested to hear the message he has to convey to the society as a successful young entrepreneur.

**“The business sphere now is very broad. One might think that, everything consumers need at present in the market. But, a person thinking in new ways will realize that so many opportunities exist for him in the market. I have proved that practically. That means, if you have the will, you can go on your journey, breaking new paths.”**

Discussion note:  
Upul Galappaththy  
Trade Facilitation & Trade Information Division  
Sri Lanka Export Development Board



## 2018 EDB CALENDAR OF EVENTS



### TRADE FAIRS AND EXHIBITIONS – OVERSEAS

Period 2018	Product Category	Events & Country	Resp. Div.
Sep.		Gem & Jewellery Bangkok Gem & Jewellery Show in Bangkok	IDP
Sep. 11-14	Apparel	Apparel Sourcing Paris in Paris, France	IDP
Sep. 26-28	Electronics	Electronica and Productronica India 2018 in Bangalore, India	ESD
Oct.		15th China Int'l Small & Medium Enterprise Fair (CISMEF) in Guangzhou, China	RDD
Oct. 11-13	Construction	Power & Energy Tanzania 2018 Exhibition & Conference in Tanzania	ESD
Oct. 21-25	Processed Food	SIAL 2018 in Paris, France	EAD
Nov. 05-10	Multi Products	China International Import Expo in Shanghai, China	MDD
Nov. 16-18	Construction	Myan Build 2018 - International Building & Construction Exhibition in Myanmar	ESD
3rd Quarter	Multi Products	Expo Pakistan Exhibition in Pakistan	MDD

### CONTACT PROMOTION PROGRAMMES/MARKET EXPOSURE PROGRAMS/BUYER-SELLER MEETINGS - OVERSEAS

Period 2018	Product Category	Events & Country	Resp. Div.
Sep.	Rubber	Technical Training & Exposure Programme in Malaysia	IPD
Sep. 09-13	Spices & Ess'l Oils	IFEAT ( Spices & Essential Oils ) Conference in Colombia	EAD
Oct.	Processed Food	Outward Mission to promote processed food products in Qatar Market	EAD
Nov.	ICT (B2B Link)	ICT/BPM exporters with int'l business development consultants in EU/Nordic	ESD
Nov.	ICT	B2B Program and networking meetings in Sweden, Finland & Norway	ESD
Nov.	Wellness Tourism	B2B networking events through International Consultant / Wellness Forum in U.K.	ESD
Dec. 11-15	Printing	Interprint Expo - Digital Printing, Packaging & Allied Machinery Exhibition in India	ESD
3rd Quarter	Apparel	Inward/Outward buyer delegation in China & India	IPD
	Multi Products	Inward Buying Missions in Malaysia, Indonesia & Thailand	MDD
4th Quarter	Multi Products	Inward Buying Mission in Denmark, Finland & Sweden	ESD
	Multi Products	Inward Buying Delegation in USA	MDD

### TRADE FAIRS AND EXHIBITIONS – LOCAL

Period 2018	Product Category	Events & Venue	Resp. Div.
September	Gem & Jewellery	FACETS Sri Lanka Gem & Jewellery Show	IPD
October	Boat & Ship Build	Boat Show Sri Lanka	IPD
	ICT	Inward mission for top Global ICT/BPM CIOs in key target markets	ESD
Oct - Nov	ICT	ICT/tech pavilion at INFOTEL/TECHNO	ESD
November	Electronics	Inward delegation from Vietnam and Thailand	ESD
3rd Quarter	Multi Products	Road Show/Business Forum - USA	MDD
	Multi Products	Road Shows/Business Forum - Europe	MDD
	Multi Products	Seminar on Bilateral Trade Dev't for Estonia, Finland, Belgium, Sweden & Germany	MDD
4th quarter	Red Clay	Product Development Program	IPD
	Multi Products	President Export Awards (PEA)	MDD

### CERTIFICATE COURSES

Period 2018	Events & Programs	Venue	Resp. Div.
3rd Quarter	148th Certificate Course on Import & Export Procedure	5th Floor, EDB	TF&TI
	86th Certificate Course on Operational Aspects of International Trade	3rd Floor, EDB	TF&TI
4th Quarter	149th Certificate Course on Import & Export Procedure	5th Floor, EDB	TF&TI



# NEW ARRIVALS OF BUSINESS LIBRARY

## New Acquisitions or New Arrivals – July 2018

NAME OF THE PUBLICATION	VOLUME AND NO.		MONTH/PERIOD
INDUSTRIAL PRODUCTS MAGAZINS			
Jewelery News Asia		Issue 406	June, 2018
		Issue 407	July, 2018
Lapidary Journal Jewelry Artist	Vol. 72	No. 3	Jul/ Aug, 2018
Silver styles			June, 2018
Ceramic Industry	Vol. 168	Issue. 6	June, 2018
AGRICULTURAL PRODUCTS MAGAZINS			
Fresh Produce Journal	Vol. 124	Issue 09 (04 May)	May, 2018
		Issue 10 (18 May)	May, 2018
		Issue 11 (01 Jun)	June, 2018
		Issue 12 (15 Jun)	June, 2018
		Issue 13 (29 Jun)	June, 2018
Weekly Tea Market Report - Forbes & Walker Brokers Tea (Pvt) Ltd.	Sale No: 24	19-20 June 2018	June, 2018
	Sale No: 25	25-26 June, 2018	June, 2018
	Sale No: 26	03-04 July, 2018	July, 2018
	Sale No: 27	10-11 July, 2018	July, 2018
	Sale No: 28	17-18 July, 2018	July, 2018
INFOFISH Trade News	No: 10/2018	06th June, 2018	June, 2018
	No: 11/2018	20th June, 2018	June, 2018
	No: 12/2018	04th July, 2018	July, 2018
Dairy Industries international	Vol. 83	No. 6	June, 2018
		No. 7	July, 2018
European Price Report		Issue 5	May, 2018
		Issue 6	June, 2018
Tea & Coffee Trade Journal	Vol. 190	No. 6	June, 2018
COCO Market Focus			Apr, 2018
OTHER MAGAZINS			
The Economist	Vol. 428	No. 9098	30 Jun - 06 Jul, 2018
		No. 9099	07 - 13 July, 2018
		No. 9100	14 - 20 July, 2018
		No. 9101	21 - 27 July, 2018
		No. 9102	28 Jul - 03 Aug, 2018
TIME	Vol. 192	No. 2	09 July, 2018
		No. 3	23 July, 2018
		No. 4	30 July, 2018
		No. 5-6	06 & 13 Augt, 2018
Lanka Monthly Digest			July, 2018
FIEO News	Vol. XXXVIII	No. 6	June, 2018
SLIDA Newsletter	Vol. V	Issue 1	Jan - Apr, 2018
REPORTS, NEWS LETTERS & BULLETINS			
SL's participation at the Seafood Expo Global, Brussels, Belgium (25-27/04/18) - 10 Jul 2018			
Technical & Market Exposure Program for RedClay Manufacturers in Belgium & Germany (09-13/04/18) - 9 Jul			
National Export Strategy of SL 2018 - 2022 (10Sectors)			
SMTS 2019 (Super Market Trade Show) - 10 Jul 2018			
Market newsletter (Essential Oil) - June 2018			
Parisara puvath (In Sinhala) - Jan-Jun, 2018			
Harvard Business Review - July - August, 2018			
The A-pad bulletin - Apr - May, 2018			



# EXPORT PERFORMANCE - 2018 JULY

## Summary of Export Performance - January-July, 2018 (Provisional)

No.	Products	Export Value in US\$ Mn.				
		Jan~Jul 2016	Jan~Jul 2017	Growth 2016-2017	Jan~Jul 2018	Growth 2017-2018
1	Tea	715.52	861.08	20.34%	841.72	-2.25%
2	Rubber & Rubber Based Products	458.77	493.13	7.49%	524.13	6.29%
	- Natural Rubber	18.67	26.82	43.65%	20.41	-23.90%
	- Rubber Finished Products	440.10	466.31	5.96%	503.72	8.02%
3	Coconut & Coconut Based Products	325.24	339.18	4.29%	342.91	1.10%
	- Coconut Kernel Products	175.41	181.17	3.28%	172.75	-4.65%
	- Coconut Fibre Products	103.76	106.89	3.02%	108.28	1.30%
	- Coconut Shell Products	46.07	51.12	10.96%	61.88	21.05%
4	Other Export Crops	243.32	297.51	22.27%	267.96	-9.93%
	- Spices & Allied Products	156.61	193.21	23.37%	181.77	-5.92%
	- Vegetables	13.83	16.86	21.91%	15.78	-6.41%
	- Fruits	22.25	25.89	16.36%	24.81	-4.17%
	- Cut Flowers and Foliage	7.74	8.57	10.72%	10.27	19.84%
	- Others of Other Export Crops	42.89	52.98	23.53%	35.33	-33.31%
5	Fisheries Products	105.31	146.05	38.69%	160.46	9.87%
	- Edible Fish Products	97.71	137.42	40.64%	151.42	10.19%
	- Ornamental Fish	7.60	8.63	13.55%	9.04	4.75%
6	Diamonds, Gems and Jewellery	142.56	151.65	6.38%	152.61	0.63%
7	Apparel & Textiles	2,930.14	2,840.25	-3.07%	2974.60	4.73%
8	Food, Feed and Beverages	237.88	173.45	-27.09%	213.71	23.21%
9	Tobacco	61.66	58.57	-5.01%	70.67	20.66%
10	Leather and Leather Products	13.05	12.25	-6.13%	16.24	32.57%
11	Wood and Wooden Products	29.63	33.06	11.58%	37.99	14.91%
12	Paper and Paper Products	48.23	59.67	23.72%	60.66	1.66%
13	Chemicals and Plastic Products	70.75	78.66	11.18%	84.63	7.59%
14	Non-Metallic Mineral Products	62.37	60.15	-3.56%	62.13	3.29%
15	Base Metal Products	42.92	60.93	41.96%	91.73	50.55%
16	Engineering Products	307.00	588.52	91.70%	419.50	-28.72%
	- Electrical & Electronic Products	161.05	201.82	25.32%	241.25	19.54%
	- Boat Building	32.41	277.95	757.61%	25.38	-90.87%
17	Footwear	72.26	64.07	-11.33%	59.08	-7.79%
18	Petroleum Products	85.30	130.17	52.60%	193.49	48.64%
19	Other Manufactures	44.34	47.37	6.83%	46.03	-2.83%
20	Products Unclassified	16.88	26.27	55.63%	19.15	-27.10%
	<b>TOTALS</b>	<b>6,013.13</b>	<b>6,521.99</b>	<b>7.80%</b>	<b>6639.40</b>	<b>1.77%</b>

Notes: '-' Indicates Export value, % Growth is insignificant.

Sources: Sri Lanka Customs, Central Bank of Sri Lanka, Sri Lanka Export Development Board





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இலங்கை ஏற்றுமதி அபிவிருத்திச் சபை  
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- Sea-bass Cultivation
- Sea-weed Cultivation

#### RICE BASED VALUE ADDED PRODUCTS

- Production of Rice Pasta
- Production of Rice Bran Oil

### FEASIBILITY REPORTS

(Rs.5000/- each)

- Construction Sector for Exports
- Entrerpot Trade in Sri Lanka

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Visit our website or please contact

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