



packing innovations for the luggage and baggage industry

A.T.E.

Established in 1939 in India, A.T.E. has evolved into a multifaceted engineering group offering world-class products and solutions spanning several segments – textile engineering, water and wastewater management, cooling and heating, value enhancing systems, and internet of things for industry. A.T.E.'s capabilities encompass manufacturing, industrial sales, distribution and service, and turnkey project execution. A.T.E. has developed several cutting-edge products and processes and has several patents to its credit. Representing more than 50 world-renowned principals across the textile value chain, A.T.E. ensures that the Indian textile manufacturers have access to top notch textile manufacturing equipment and solutions. These innovative technologies have helped Indian textile manufacturers keep abreast with the times and become future ready.

What is your view of the Indian market from the point of view of the luggage and bags industry?

India is amongst the top five markets for the luggage and bags industry and is a fast-growing segment. An ever-growing population, improvement in the standard of living, a rise in personal disposable incomes and therefore, a corresponding increase in household travelling budgets, have contributed to this growth. Other important factors include the expansion of the Indian airline industry, the rise of online and offline speciality retail stores, and the



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rising acceptance of luggage as lifestyle products.

The Indian luggage industry is growing at 18% CAGR – making it one of the fastest growing industries in the country today. According to industry estimates, in 2018, the domestic branded market was worth ₹6000 crores, while the non-branded market was worth more than double that, at around ₹15,000 crores.

All these aspects point to the luggage and bags industry seeing sustained and rapid growth in the next few years. While the Indian market for luggage and bags has been mostly dominated by the unorganised sector, the demand for branded products has resulted in a boom in the organised sector as well.

What growth are you expecting for your products in the Indian luggage and bags industry?

While most of the fabrics currently being used in the manufacturing of luggage and bags are woven, warp knitted fabrics offer high stability, ruggedness, and productivity. This means there is a great possibility for growth for warp knitted fabrics for the bags and luggage applications.

What are your major strengths for supporting the development of the Indian luggage and bags industry?

A.T.E. and its principal KARL MAYER have deep domain knowledge in warp knitting, gained from several decades' experience in textile manufacturing. KARL MAYER offers the most cost-effective warp knitting technology to produce luggage and bag fabrics. KARL MAYER has also set up a training academy at Ahmedabad which will train customers to learn about warp knitting processes and help them gain insights on the use of warp knitting in luggage and bag manufacturing applications.

Additionally, KARL MAYER is also setting up a showroom to display an extensive range of products and samples produced through warp knitting. This will help customers understand various application areas and markets that they can cater to, using KARL MAYER's warp knitting solutions.

Luggage and bags are made of materials like canvas, nylon, polypropylene, polyethylene and composite materials. As such, during manufacturing, these materials will go through a number of processes such as heat setting, coating, drying and curing. A.T.E. offers a package solution for producing finished fabrics for making luggage and bags post warp knitting. For example, in textile finishing, A.T.E. offers machines like stenters and coating and curing ranges from Monforts, Germany, and Zimmer, Austria. Our principals also have rich experience of handling various finishing operations – and this know-how is particularly useful for our customers. A.T.E. also offers excellent after sales service support to ensure that the machines supplied by our principals continue to produce high quality output



consistently and efficiently.

How much growth of different fabrics for luggage and bags applications you are expecting in Indian market?

Warp knitting is one of the most efficient and cost-effective ways of producing fabrics. While the usage of warp knitted fabrics in this segment is limited at the moment, we anticipate that the demand for warp knitted fabrics in luggage and baggage production will rise in the near future.

As per your view, what are the upcoming opportunities in the Indian market for luggage and bags in the next 10 years?

India's biggest strength is its population and the domestic consumption driven by growing urbanisation. India has also embarked on an ambitious plan to make the country an attractive tourist destination. This represents a golden opportunity not just for the tourism industry, but also for linked industries, such as the bag and luggage which will be one of the major beneficiaries of the rising demand for luggage and bags.

We anticipate that with growing globalisation, demand for luggage as fashion accessories will rise exponentially, leading to a spurt in the number of organised players in the luggage and bag sector. In the near future, this will create an equivalent increase in the use of warp knitted fabrics and finished textiles in the manufacture of bags and luggage.