



APPAREL EXPORT PROMOTION COUNCIL, GURGAON

AEPC: F&E: BSM-Spain-2017 (1148):

Dated: June 7, 2017

CIRCULAR

SUB: AEPC organizes Buyer-Seller meet in Spain from 3 & 4th October at Madrid, Spain

Dear Member,

Apparel Export Promotion Council has been organizing Buyer Seller Meet in Spain since the year 2008. Based on the excellent response received during previous BSM's Apparel Export Promotion Council has decided to organize Buyer-Seller Meet in Spain again in October, 2017.

Spain has been a very attractive market for Indian Apparels. Main items of export to Spain are - T. Shirts, Singlets, Ladies suits, Ensembles, Jackets, Dresses, Blouses, Shawls, Scarves, Mufflers, Underpants, Infant wear and Clothing accessories etc. India exports garments of worth US\$ 661.1 million to Spain, which accounts for 3.9% share in Spain's total garment imports of US\$ 17009.2 million and has tremendous export potential.

2. Spain Apparel industry:

Spain is the largest importer of garments with imports of over USD 17009.2 million. India's garment export to Spain is USD 661.1 million during 2016, which amounts to around 3.9% of Spain total garment imports from World.

In USD Million

SPAIN RMG Import from World and India			
	2014	2015	2016
SPAIN RMG Imports from world	16327.7	16383.4	17009.2
SPAIN RMG imports from India	671.5	730.2	661.1
India's share in SPAIN RMG imports from world %	4.1	4.5	3.9
Source: UN Comtrade, 2017			

3. SCHEDULE:

The Buyer Seller Meet has been arranged at Madrid on the following dates.

Venue / City	Dates	Days
MeeU Exhibition Centre - Chamartin Railway Station, Madrid, Spain	Set-up Days:- 1 & 2nd October, 2017	(Sunday & Monday)
	BSM Days:- 3 & 4th October, 2017	Tuesday & Wednesday)

The cost of approx. 9 sq. mtrs (keeping venue constraints) stall together with entire promotional expenses shall be Rs. 2.50 Lacs to AEPC. However, after taking into consideration the MAI assistance from the Ministry of Commerce, Govt. of India, the cost of each stall has significantly come down to Rs.1.35 Lacs.

4. MOVE-IN & MOVE-OUT TIME BY THE PARTICIPANTS:

The participants should set-up their stalls on 1st & 2nd October, 2017 (two days) at Madrid in Spain and would be required to move-out on 4th October, 2017.

5. Participation Charges :

Particulars	Participation charges (Rs.)
Participation charges of approx 9 mtrs	Rs. 1,35,000/-
Early bird discount upto 31 st July, 2017 (If entire amount is paid)	Rs 10,000/-
Participation charges upto 31 st July, 2017	Rs. 1,25,000/-
Participation charges after 31 st July, 2017	Rs. 1,35,000/-

Note: After considering the MAI grant, the booth charges shall be Rs. 1.25 lacs (with early bird discount) for 9 sq. mtr.

The additional booth to same applicant shall not be at Rs.1.35 Lacs. The cost of additional booth will be Rs. 1.90 lacs (without MAI grant)

Note: Companies applying for more than one booth in their sister concern's name will be allotted each booth as per draw of lot. In other words each company will be treated as an individual company and allotment can be made anywhere in the floor plan and request for allotment of booths adjacent to each other may not be accepted.

6. Eligibility for financial assistance under Market Access Initiative (MAI) Scheme:

As per Notification no. 11/33/2015-E&MDA dated 22.01.2016 of Ministry of Commerce & Industry Department of Commerce (E&MDA) Division reg. eligibility for availing MAI grant with following conditions:

“a maximum of three participations in a particular trade fair/ exhibition would only be eligible for MAI assistance, i.e. members who have availed assistance three times (including past cases) for a particular fair / exhibition thereafter have to participate in that fair on their own. Further MAI funding support shall only be provided to a member for a maximum of two MAI events in a year.”

Further if the Council does not receive the MAI grant from the Ministry of Commerce, GOI. In that case, the exhibitors will have to pay full participation charges of Rs. 1.90 lakhs without MAI assistance.

7. Payment Mode:

Demand Draft or Pay Order in the name of “Apparel Export Promotion Council” (payable at Gurgaon or New Delhi) may be sent to **Mr. K S Bisht, Jt. Director** (Fairs & Exhibition), Apparel Export Promotion Council Apparel House, Institutional Area, Sector-44, Gurgaon-122003, Haryana, (India). Tel: +91 124 2708156 (D), 2708000-003, Mobile: +91 9810527747 Fax: +91 124 2708004

Payment can also be sent through NEFT/RTGS to the following account

BENEFITIARY: APPAREL EXPORT PROMOTION COUNCIL

SAVING A/C NO: 180401000020000

IFS CODE: IOBA0001804

BANK: INDIAN OVERSEAS BANK

ADDRESS: BRANCH - APPAREL HOUSE, SECTOR 44, INSTITUTIONAL AREA, GURGAON - 122003

Please note that no cheque payment will be accepted.

8. Catalogue Display:-

Council is organizing a "Catalogue Display" during the show for small and medium enterprises who are incapable to participate in the fair due to financial constraints or any other reasons, they may present their catalogue, displaying their product file, photographs, company profile or any other information's which are important for buyers. Per company catalogue charges would be Rs. 4000/- which can be deposited by way of DD/PO/ RTGS only favouring "Apparel Export Promotion Council". The catalogues shall be well placed in a separate booth for visitors during the show. The dead line for submitting the catalogue shall be 10.8.2017. Each party is restricted to send one copy of their catalogue. The same can be sent alongwith covering letter addressed to Mr. K S Bisht, Jt. Director (F&E), AEPC, Apparel House, Sector-44, Institutional Area, Gurgaon-122003.

9. Facilities provided in the Show:

In the above mentioned participation charges, the Council shall be providing facilities of overseas publicity, inland publicity, publicity through signage's, banners standees and space allocation in the priority area of "BSM Spain". A dedicated Website will be launched for online registration of the buyers and the Exhibitors Company profiles will also be uploaded on the website of the BSM.

- **Booth Package: (Standard Booth of 9 sq mtr approx)**

- (a) Name Fascia
- (b) Power point
- (c) 150 Hangers (Top/bottom)
- (d) 8 spot lights (100 watts each)
- (e) 1 round Table & 3 chairs
- (f) 9 meters Hanger rails
- (g) Waste Bin
- (h) Half body mannequin

10. Guidelines for allotment of the booths:

- a). All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
- b). No change in the booths, once allotted would be entertained under any circumstances
- c). **The decision of Chairman -EP (AEPC) would be final and binding in case of any dispute.**

The participation is on **FIRST-CUM-FIRST SERVED (FCFS)** till all booths are sold.

11. Waitlist:

In case, applications are over-subscribed, a waitlist will be maintained, which would be considered on FCFS basis. Applicants are advised to ensure that they possess necessary visa to enter Spain. No request for refund will be entertained by AEPC if for any reason whatsoever visa is not granted.

12. Cancellation charges:

The exporter who has applied for participation in the Fair, the withdrawal will be subject to following:

- 45% of the participation charges will be forfeited if the exporter withdraws after confirmation of participation by the Council (after receiving of the payment confirmation receipt) and other exporters on wait list confirms their participation. There will be forfeiture of 65% of participation fee if no other exporter is on the wait list.
- 100% forfeiture in case of no show of the fair.
- Non-grant of relevant visa shall not qualify for any relief.

13. STRATEGY FOR HS CODE WISE PROMOTION OF GARMENT

Garment export products under top 18 items where India can increase its share (Sl. No.1 to 6), top 18 HS lines where the India market share is low (Sl. No. 7 to 11) and HS lines where China has offloaded exports (Sl. No. 12 to 18). Sl. No. 1 to 6 are the products where China have already offloaded.

To focus on world top 18 garment products and to improve export performance of following products:-

S No.	HS Code	Description
1	620520	Men's/Boy's shirts, of cotton, not knitted
2	620443	Women's/Girl's dresses, of synthetic fibres, not knitted
3	620640	Women's/Girl's blouses and shirts, of manmade fibres, not knitted
4	610510	Men's/Boy's shirts, of cotton, knitted
5	611120	Babies garments, cotton, knitted
6	620630	Women's/Girl's blouses and shirts, of cotton, not knitted

Note: Above six products are already offloaded by China

To focus from top 18 garment products from India and to improve export performance.

S No.	HS Code	Description
7	620442	Dresses of Cotton
8	610520*	Men's & Boy's shirts of MMF
9	610831	Night dress & Pyjama of Cotton
10	610711*	Underpants & briefs of Cotton
11	620920*	Babies garments of Cotton

Note: Products already offloaded by China.

To focus on products which are offloaded by China

S No.	HS Code	Description
12	610452	Womens/girls skirts, of cotton, knitted
13	610432	Womens/girls jackets, of cotton, knitted
14	610433	Womens/girls jackets, of synthetic fibres, knitted
15	621050	Womens/girls garments nes, of impregnatd, ctd,cov,etc, textile woven fab
16	610333	Mens/boys jackets and blazers, of synthetic fibres, knitted
17	621040	Mens/boys garments nes,made up of impreg,ctd,cov,etc,textile woven fab
18	610462	Womens/girls trousers and shorts, of cotton, knitted

14. Application form:

The blank application format is enclosed herewith for your ready reference.

Should you require any other information, please contact :-

(a) Mr. K S Bisht, Jt. Director (Fairs & Exhibition), Apparel Export Promotion Council
Apparel House, Institutional Area, Sector-44, Gurgaon-122003, Haryana, (India) Tel: +91
124 2708156(D), 2708000-003, Mobile: +91 9810527747 Fax: +91 124 2708004 E-mail:
kbisht@aepecindia.com

(b) Mr. K. Haridas, Asstt. Director (Fairs & Exhibition), AEPC Mob.: +91- 9968115811 Tel: +91
124 2708154(D) E-mail: kharidas@aepecindia.com

The application form may be downloaded from our website www.aepecindia.com

Thanking you,

Yours Sincerely,

R.K. Sharma
Sr. Director (Fairs & Exhibition)
Phone: +91 124 2708026
Mobile: +91 9899167235
Email: rksharma@aepecindia.com

Enclosure: Application Form

***Disclaimer:** AEPC will not be responsible for the turnout of buyers/buying agents for any BSM/fair/show, etc. The Council will have no liability whatsoever for any kind of refund or payment in this regard. The Council shall not be responsible for booking of hotels, clearance of samples at the customs, for getting VISA & on certain complementary services provided by AEPC and organizational inability of fair organizers & other service providers.*

APPLICATION FORM FOR PARTICIPATION IN "BUYER SELLER MEET IN SPAIN - 2017"
At MADRID (3 - 4 October, 2017)

(On the Company's letterhead)

Name of event for which participation is sought :-
" Buyer Seller Meet at Madrid in Spain (3 - 4 October, 2017)

1. Name & Address of the firm :
2. Name of the Contact person with mobile No :
3. Proprietary/Partnership Pvt. Ltd. Co. :
4. RCMC No. of the Company :
5. IEC No. of company :
6. CIN No. of Company :
7. DIN No. of Company Director :
8. HS Codes of garment samples carrying by exporter :

(at least 6 HS Codes should be given)

S.No.	HS Code (6 digit level)	Product description

9. Year of establishment :
10. Telephone No (s) with area code :
11. Fax No (s) :
12. E-Mail Nos. :
13. Manufacturers or Merchant Exporter :
14. Address of Manufacturing Unit :

15. Main items of production :

(Mentioned segment Knitted/Woven and specify product mix.)

16. Total value of export of readymade Garments/
Textiles in the previous year 2016-17 (FOB in INR) : Rs. _____
and major Countries of Exports

17. Present production capacity (pcs/month) : _____ pcs/month

18. Major brands & labels :

19. Whether First Time to Spain : YES / NO

20. Please fill up the details of the Representatives in the following format:

1	Name as appearing in Passport	
2	Passport Number	
3	Date of Issue	
4	Date of Expiry	
5	Date of Birth	
6	Place of Issue	
7	Whether have valid Spain visa	YES / NO

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21. Participants Charges:

Pay order / DD for Rs. _____ drawn on _____ payable at Gurgaon / New Delhi.

If the Council does not receive the MAI grant from the Ministry of Commerce, GOI. In that case, the exhibitors will have to pay full participation charges of Rs. 1.90 lakhs without MAI assistance.

Name: _____

Designation: _____

Signature _____

Date:
