



APPAREL EXPORT PROMOTION COUNCIL, GURGAON

AEPC: F&E: BSM-Spain-2018 (1175):
Dated: May 10, 2018

CIRCULAR

SUB: AEPC organizes Buyer-Seller meet in Spain from 3 & 4 October, 2018 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 from the previous BSMs Apparel Export Promotion Council has decided to organize Buyer-Seller Meet in Spain again in October, 2018.

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.

2. Spain Apparel industry:

Spain is the largest importer of garments with imports of over USD 18092.8 million. India's garment export to Spain is USD 731.6 million during 2017, which amounts to around 4.1% of Spain total garment imports from world and has tremendous export potential.

In USD Million

SPAIN RMG Import from World and India			
	2015	2016	2017
SPAIN RMG Imports from world	16383.4	16857.5	18092.8
SPAIN RMG imports from India	730.2	760.1	731.6
India's share in SPAIN RMG imports from world %	4.5	4.5	4.1
Source: UN Comtrade, 2018			

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 st & 2 nd October, 2018	(Monday & Tuesday)
	BSM Days:- 3 rd & 4 th October, 2018	(Wednesday & Thursday)

4. Avail benefit in participation fee on account of MAI grant from Ministry of Commerce

The cost of the stall together with entire promotional expenses for 9 SQM booth (Approx) is costing AEPC Rs. 2.50 Lakhs, after taking into consideration the MAI assistance and Council's contribution, we are pleased to offer a booth of 9 sq.mtr at Rs.1.00 lakhs

5. Eligibility for financial assistance under Market Access Initiative (MAI) scheme:

As per Notification no. 11/197/2016-E&MDA dated 16.02.2018 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."

MAI assistance shall be permissible to regular employee / director / partner / proprietor of the company. Assistance would not be available to exporter of foreign nationality or holding foreign passport.

6. Participation Charges : The participation charges does not include air-fare or any other kind of personal expenses (logistics etc).

Particulars	Participation charges (Rs.)
Participation charges of 9 sq.mtr booth	Rs. 1.10 lakhs
Early bird discount upto 29th June, 2018	(-) Rs. 10,000/- Rs. 1,00,000/-
Participation charges after 29th June, 2018	Rs. 1.10 lakhs

a) **Participation charges for additional booth with the same company name : Rs. 1.65 lakhs (without MAI grant)** - This does not include Airfare, Hotel expenditure and other related expenditures.

Note: Companies applying for more than one booth in their sister concern's name will be allotted location anywhere in the Floor Plan as per allotment declared in draw of lots.

b) Any request for allotment of booth adjacent to each other will not be accepted and booths will be allotted strictly as per allotment declared in the draw of lots for each company.

7. Payment Mode:

- (i) Cheques are not acceptable. Payment can be made by bank draft / Pay Order only in favour of "Apparel Export Promotion Council" payable at Gurgaon or New Delhi. No part payment would be accepted under any circumstances.

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

BENEFICIARY: APPAREL EXPORT PROMOTION COUNCIL

SAVING A/C NO: 180401000031003

IFS CODE: IOBA0001804

BANK: INDIAN OVERSEAS BANK

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

8. Facilities provided in the fair:

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: (Items provided in 9 sq.mts Garment booth)**
- Name Fascia
- Power point
- 150 Hangers (Top/bottom)
- 8 spot lights (100 watts each)
- 1 round Table & 3 chairs
- 9 meters Hanger rails
- Waste Bin
- Half body mannequin

9. Guidelines for allotment of the booths:

1. The name of the participants, who have paid the full participation charges on or before the draw of lot date shall be considered for allotment of booths.
2. No change in the booths, once allotted would be entertained under any circumstances
3. In case of default of any payment due from the participants, AEPC reserves the right to bear them from participation in AEPC's International fairs and bring to the notice of appropriate authority. The decision of Chairman (EP) would be final, in case of any confusion / dispute.

10. 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.

11. Cancellation charges:

The exporter who has applied for participation in the BSM, 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 BSM.
- Non-grant of relevant visa shall not qualify for any relief.

12. Application form:

The blank application format is enclosed herewith for your ready reference. The application may also be downloaded from our website www.aepcindia.com

Should you require any other information, please contact :-

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@aepcindia.com

You are requested to kindly send duly filled application form with participation fee by way of Demand Draft/Pay Order in favour of APPAREL EXPORT PROMOTION COUNCIL" GURGAON. Similarly, exporters located at Mumbai, Ludhiana, Jaipur, Tirupur, Chennai and Bangalore can deposit the DD/Pay order at Local AEPC offices. All others may send the Demand Draft/Pay Orders to Gurgaon office. Please note that cheques are not acceptable.

Thanking you,

Yours faithfully,

(R. K. SHARMA)
SR. DIRECTOR (F&E)
Mobile No. 9899167235
Tel:+91-124-2708026 /8134
rksharma@aepcindia.com

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.

Enclosure: Application Form

APPLICATION FORM
FOR BUYER SELLELR MEET IN SPAIN -2018 at Madrid (3 - 4 October, 2018)
(On the company's letterhead)

Name of event for which participation is sought : **BUYER SELLER MEET AT MADRID,SPAIN(3-4 Oct.2018)**

1. Name and 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. Telephone Nos. with area code :
10. E-mail IDs :
11. Manufacturer or Merchant Exporter :
12. Address of Manufacturing Unit :
13. Main items of production :
(Mentioned segment knitted/woven and specify product mix.)
14. Total value of export of readymade garments/ textiles
in the previous year 2017-18 (FOB in INR) and major
Countries of exports : Rs. _____
15. Present production capacity (pcs/month) : _____ **pcs. / month**
16. Major brands & labels :
17. Whether First Time to Spain : **YES / NO**

18. 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 has valid Spain visa	YES / NO

19. Have you earlier participated in this event with AEPC or any other Council / Organization ?
 If Yes, Year (s) _____ No _____

20 Are you participating in any other event under MAI assistance in 2018- 19 with other EPC's/Commodity Board/ Trade Bodies? YES / NO

If yes, please give details:

S.N.	Name of the Event/Country	Date of event	Name of the EPC's/Commodity Board/ Trade Bodies
1.			
2.			
3.			

Disclaimer: As Annexure – I (It's mandatory to fill up and be attach with the application form as its' a part of application form).

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Participants Charges:

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

This is to certify that all information provided by me is correct to the best my knowledge and agree to abide by the same.

Date: -

Signature of Authorized Signatory _____

Name & Designation: _____

Company Seal : _____

Note:

- 1) As per MAI guideline, an exhibiting company/member can avail MAI assistance up to a maximum of three times (including past cases) for a particular event. Thereafter they shall not be eligible for the subsidy.
- 2) MAI subsidy will henceforth be provided to a member/company for a maximum of two MAI events in a financial year.

Disclaimer

1. The participation is on FIRST-CUM-FIRST SERVED (FCFS) till all booths are sold.
2. All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
3. No change in the booths, once allotted would be entertained under any circumstances.
4. The decision of Chairman-EP (AEPC) would be final and binding in case of any dispute.
5. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by AEPC. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security, deposit and cancellation of grant etc., paid to AEPC and debarring the participation from the future participation in AEPC's events.
6. AEPC will not be responsible for the turnout of buyers/buying agents for any Exhibition/fair/show/BSM etc. AEPC will have no liability whatsoever for any kind of refund or payment in this regard.
7. MAI Assistance shall be permissible to regular employee/director/ partner/proprietor of the company. Assistance would not be available to exporter of foreign nationality or holding foreign passport.
8. The representative would come back to India after the Event/Fair is over and would submit the proof of his/her departure/arrival, wherever necessary.
9. 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.
10. Participants will be required to furnish complete information on orders booked, enquiries generated etc., in the form of Feedback form after the fair which is required by the Ministry as you are entitled for the grant/subsidy.
11. In case of default of any payment due from the participants, AEPC reserves the right to debar them from participation in AEPC's International fairs and bring to the notice of appropriate authority.

As you are aware the event has been subsidized under MAI grant of the Ministry of Commerce, Government of India. You are requested to kindly fill up the details given in application form and send it to us as the information is desired by the Ministry of Commerce.

DECLARATION

We have studied the disclaimer for participation carefully and agree to abide by the same.

Date & Place :

Signature of Authorized Signatory_____

Name & Designation_____

Company Seal_____