



APPAREL EXPORT PROMOTION COUNCIL, GURGAON

AEPC: F&E: 551: BSM-Sep -10:

Dated: May 14, 2010

CIRCULAR

**SUB: AEPC organizes Buyer-Seller meet in Spain
on 23 - 24th September at Barcelona and 27-28th September, 2010 at Madrid.**

Dear Member,

Apparel Export Promotion Council organized buyer seller meets in Spain in the year 2008 and 2009. 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 September 2010. Spain has been a very attractive market for Indian apparels. During 2008-09, the garment imports to Spain from India were around 498 million. Main items of exports to Spain are: T-shirts, singlet, Ladies suits, Ensembles, Jackets, Dresses, Blouse, Shawl, Scarves, Mufflers, Underpants, babies garments and clothing accessories, etc..

The readymade garment imports statistics for Spain are given below:

All figures in USD Millions

Spain's RMG Imports		2006-07	2007-08	2008-09	% Growth 2008-09/2007-08
		From World	11102	12980	14367
	From India	308.44	368.49	498.83	35.37
	Our Share (%)	2.78	2.84	3.47	

Spain has been a very important and potential market for India for export of garments.

SCHEDULE

The Buyer Seller Meet has been arranged at Barcelona and Madrid on the following dates with 25 booths:

Venue	Date	Days
BARCELO SANTS HOTEL Pl. dels Paisos Catalans s/n 08014 Barcelona, Spain	23 - 24th September, 2010	Thursday / Friday
MELIA AVENIDA DE AMERICA HOTEL C/De Juan Ignacio Luca deTena, 36 28027 Madrid, Spain	27-28th September, 2010	Monday/Tuesday

Each participant would be provided with a built-up booth of approx 9 SQM. It would have besides one table and 3 chairs, 150 hangers, 3 hanger rails, 2 Shelves, 6 spotlights, mannequin etc.

MOVE-IN & MOVE-OUT TIME BY THE PARTICIPANTS

The participants should set-up their stalls between 3.00 PM to 7.00 PM on 22nd September, 2010 at Barcelona and on same timings at Madrid on 26th September, 2010. Similarly, the participants would be required to move-out at 7.00 PM on 24th September, 2010 at Barcelona and on same timings at Madrid on 28th September, 2010.

PAYMENT SCHEDULE:

Participation charges of 9 sq.mtrs. booth	: Rs 1,99,000/-
Early bird discount upto 11 th June, 2010 (With 100% advance payment)	: Rs 9,000/-
Participation charges upto 11 th June, 2010	: Rs 1,90,000/-
	(Rs. 2,09,570/- including 10.3% service tax)
Participation charges after 11 th June, 2010	: Rs. 1,99,000/-
	(Rs 2,19,497/- including 10.3% service tax)

No part payment will be accepted.

GUIDELINES FOR THE ALLOTMENT OF BOOTHS:

1. All the participants who paid the full participation fee in time would be considered for allotment of booths.
2. The decision of SG/Chairman (EP) would be final in case of any confusion/dispute
3. No change in the booths, once allotted would be entertained under any circumstances.

The participation is on FIRST-CUM-FIRST SERVED (FCFS) basis.

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

- 25% of participation charges will be forfeited if the exporter withdraws before the participation is confirmed by the Council and other participant on the wait list confirms their participation. However, the forfeiture will be 35% of participation fees, in case, there is no other participant on the wait list.
- 45% of the participation charges will be forfeited if the exporter withdraws after confirmation of participation by the Council 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 BSM.
- Non-grant of relevant visa shall not qualify for any relief.
- Service tax paid shall not be refunded.

APPLICATION FORM

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

LAST DATE

Last date for the receipt of the application alongwith cheque/demand draft for the participation charges is **11th June 2010** for availing early bird discount. However the last date of receipt of application without early bird discount is **30th June 2010**. The application should reach at **AEPC, Apparel House, Sector 44, Institutional Area, Gurgaon 122 003 (Haryana)**.

Market Development Assistance (MDA), as announced by the Ministry of Commerce and as amended from time to time, would be applicable. **The Council has requested to include this event for MDA assistance.**

Should you require any other information, we will be glad to answer the same. The participants are encouraged to call or email to **Mr. K S Bisht, Assistant Director, AEPC** on following address/tel./fax/e-mail nos.:-

Tel: 0124-2708158, 2708000-003

Mobile:-+91-9810527747

Fax: 0124-2708004

E-mail: kbisht@aepcindia.com

Yours Sincerely,

(R K Sharma)
Director (Fairs & Exhibition)
Phone: +91-124-2708026/8134
Mobile:-+91-9899167235
Fax: +91-124-2708004/05
Email: rksharma@aepcindia.com

Enclosure: Application Form

APPLICATION FORM FOR PARTICIPATION IN BSM

**(On the Company's letterhead)
Buyer-Seller meet in SPAIN**

On 23 - 24th September at Barcelona and 27-28th September, 2010 at Madrid.

Name of event for which participation is sought	:	BSM in Spain 2010
1. Name & Address of the firm	:	_____

Name of the Contact person (with Mobile No)	:	_____
2. Proprietary/Partnership Pvt. Ltd. Co.	:	_____
3. Year of establishment	:	_____
4. Telephone No.(s) with area code	:	_____
5. Fax No(s)	:	_____
6. E-Mail Nos.	:	_____
7. Manufacturers or Merchant Exporter	:	_____
8. Address of Manufacturing Unit	:	_____
	:	_____
9. Main items of production (indicate for which products you will like to meet buyers) Mention Knitted/ woven, Gents/Ladies/Girls/Boys, Children, Infant wherever required.	:	_____
10. Total value of export of readymade Garments during 2009-10 [FOB in US\$]	:	US\$ _____ Million
11. present production capacity(pcs/month)	:	_____ pcs / month
12. Name & designation of the representative(s) who would be attending the BSM provide Passport No. Date of issue, Place of issue & Validity	:	Mr. _____ Mr. _____ Mr. _____
13. Whether valid Spanish VISA is available	:	YES TO APPLY
14. Principle markets of the company	:	_____
15. Major buyers & Fashions lables	:	_____
16. Major Buyers & Fashion labels in visiting country.	:	_____
17. New to Spanish market (Yes/ No)	:	_____
18. Any other information you would like to mention	:	_____