



**APPAREL EXPORT PROMOTION COUNCIL, GURGAON**

AEPC: F&E: 641: BSM-Sept -11:

Dated: April 28, 2011

**CIRCULAR**

**SUB: AEPC organizes Buyer-Seller meet in Spain  
on 8-9 September at Barcelona and 12-13 September, 2011 at Madrid**

Dear Member,

Apparel Export Promotion Council organized buyer seller meets in Spain in the years 2008, 2009 and 2010. 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 2011. Spain has been a very attractive market for Indian apparels. During 2009, the garment imports to Spain from India were around 552 million dollars. 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:

Rank in RMG imports 2009	Value of Imports (in million US dollar)			% Share			% Change	
	Country	2007	2008	2009	2007	2008	2009	09/08
	World	12982.0	13832.2	12105.0	100	100	100	-12.5
1	China	1758.6	2699.3	2864.1	13.5	19.5	23.7	6.1
2	Italy	1668.4	1718.5	1292.9	12.9	12.4	10.7	-24.8
3	France	1382.0	1441.2	1253.5	10.6	10.4	10.4	-13.0
4	Morocco	1257.4	1208.6	1154.7	9.7	8.7	9.5	-4.5
5	Portugal	1213.7	1157.2	963.8	9.3	8.4	8.0	-16.7
9	<b>India</b>	<b>338.1</b>	<b>465.3</b>	<b>551.5</b>	<b>2.6</b>	<b>3.4</b>	<b>4.6</b>	<b>18.5</b>

**Source: UN Comtrade**

*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 40 booths:

Venue	Date	Days
<b>BARCELO SANTS HOTEL Pl. dels Paisos Catalans s/n 08014 Barcelona, Spain</b>	<b>8 - 9 September, 2011</b>	<b>Thursday / Friday</b>
<b>MELIA AVENIDA DE AMERICA HOTEL C/De Juan Ignacio Luca deTena, 36 28027 Madrid, Spain</b>	<b>12 - 13 September, 2011</b>	<b>Monday/ Tuesday</b>

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, 7 hanger rails, 2 Shelves, 10 spotlights, Wastebasket etc.

### **MOVE-IN & MOVE-OUT TIME BY THE PARTICIPANTS**

The participants should set-up their stalls between 4.00 PM to 7.00 PM on 7 September, 2011 at Barcelona and on same timings at Madrid on 11 September, 2011. Similarly, the participants would be required to move-out at 7.00 PM on 9 September, 2011 at Barcelona and on same timings at Madrid on 13 September, 2011.

### **PAYMENT SCHEDULE:**

Participation charges of 9 sq.mtrs. booth	: Rs 1,60,000/-
Early bird discount upto 13 June, 2011 (With 100% advance payment)	: Rs 10,000/-
Participation charges upto 13 June, 2011	: Rs 1,50,000/-

**No part payment will be accepted.**

This does not include Airfare, Hotel expenditure and other related expenditures. **MDA grant shall not be available since MAI grant is availed.**

### **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.

**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 **13 June 2011** for availing early bird discount. However the last date of receipt of application without early bird discount is **30<sup>th</sup> June 2011**. The application should reach at **AEPC, Apparel House, Sector 44, Institutional Area, Gurgaon 122 003 (Haryana)**.

Since MOC has given a financial support under MAI scheme, no other financial assistance shall be given like MDA etc. The cost of Air travel and Hotel expenses shall be borne by exhibitor.

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, Dy. 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](mailto: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](mailto:rksharma@aepcindia.com)**

**Enclosure: Application Form**

**APPLICATION FORM FOR PARTICIPATION IN BSM**

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

**On 8-9 September at Barcelona and 12-13 September, 2011 at Madrid.**

Name of event for which participation is sought :	<b>BSM in Spain 2011</b>
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. <b>Whether valid Spanish VISA is available</b>	<b>YES TO APPLY</b>
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 :	_____