No. 5(23)/2014-MDA

The Director,
All MSME-DIs

Sub: Participation of O/o DC (MSME) in “India Sourcing Fair”, Santiago, Chile from March 11-15, 2015 being organized by India Trade Promotion Organization (ITPO).

Sir,

The Office of DC (MSME) is participating in the said fair being organized by ITPO, New Delhi for covering wide range of products.

2. The following focus areas would be covered in the exhibition:-

<table>
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<tr>
<th>Exhibit Products</th>
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<tr>
<td>Information Technology: Software &amp; IT Services, Telecommunications</td>
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<tr>
<td>Textiles: Home Furnishings, Fabrics, Readymade garments &amp; Accessories, Carpets, Handlooms etc.</td>
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<tr>
<td>Handicrafts: Decorative, Giftware, Jewellery, Art &amp; Craft etc.</td>
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<td>Leather Goods: Shoes, Handbags, Garments, Accessories etc.</td>
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<tr>
<td>Plastics &amp; Rubber Products</td>
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<td>Chemicals &amp; Pharmaceuticals</td>
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<tr>
<td>Printing &amp; Publishing Industry</td>
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<tr>
<td>Consumer Durables, Consumer Goods &amp; Stationery Items</td>
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<tr>
<td>Food Industry: Processed Food &amp; Beverages, Packaging Machinery &amp; Equipment, Kitchen &amp; Hotel</td>
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<tr>
<td>India Tourism &amp; Hospitality Industry</td>
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3. The objectives of O/o DC (MSME)’s participation in this fair are to strengthen bilateral trade and promote Indian products & technologies and also identifying areas of exports in Chile.

4. As per the MDA scheme guidelines, all the willing participants of Micro Small entrepreneurs who are registered in DIC as a manufacturing unit is only eligible for consideration and require to deposit 50 percent space rent at the time of booking of the stall for the respective fair. Therefore, the Micro & Small entrepreneurs of general category will be required to pay 50 percent space rent at the time of booking of the space. For women & SC/ST entrepreneurs and entrepreneurs of NE Region need to pay 50 percent space rental charges as security deposit at the time of booking of space which will be refundable to them (provided if the total space rent booked by the unit is within limit of Rs. 1.25 lakh) after participation in the fair. On the other hand if the total space rent of any unit owned by women/SC/ST entrepreneur and entrepreneurs of north eastern region crossed the upper reimbursement limit of Rs. 1.25 lakh, in that case security amount to the tune of 50 percent of total space rent in the form of two DDs including one DD of value equivalent to the excess amount of space rent crossing the limit of Rs. 1.25 lakh may be taken from the respective participating unit. DD other than of excess amount will be returned to them after participation in the fair. In the event of non-participation in the fair, the security deposit submitted by women/SC/ST entrepreneurs and entrepreneurs of north eastern region will be forfeited. All the relevant payment received in the form of DDs is required to be forwarded to the headquarters office along with the application and other relevant documents for taking further necessary action.

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5. ITPO, New Delhi has informed that participation charges for the above fair are as follows:

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<tr>
<th>S. No.</th>
<th>Participation charges for fully furnished booth of 9 sq. mtrs. and in multiple of 3 thereof</th>
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<tbody>
<tr>
<td>Without Shipment Facility</td>
<td>Rs.9,000/- per sq. mtr.</td>
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<tr>
<td>Without Shipment Facility **</td>
<td>Rs.10,500/- per sq. mtr.</td>
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</table>

** Facility for Shipment of Samples/Exhibits to Santiago with weight/volume ceiling. Likely deadline for handing over of samples/exhibits to ITPO's official agent is Dec. 1, 2014. Further details would be informed. (Customs duties/taxes to be borne by exhibitors)

6. It may be made clear to the participating units that space would be provided on the basis of first cum first serve & availability of space etc., at Fair/ Exhibition site and the decision of this office shall be last and final and binding on participants. However, if any unit is provided less/more space then what they have booked, they shall be refunded/charged proportionate amount as space hiring charges. Further it is to be mentioned that once the space rent has been paid by the unit according to the above guidelines and Office of DC (MSME) has conveyed the request for space booking for the unit to the ITPO, the refund of the space rent cannot be possible to the individual unit even if they do not participate whatever may be the reason.

7. Since considerable importance is being attached to the participation of Office of DC (MSME) in the above fair, you are requested to kindly assist, motivate and select the manufacturing Small & Micro enterprises registered with DIC/DI as a manufacturing unit as per display product profile. The criteria for selection/participation of entrepreneurs should primarily be based on the quality of product to be showcased, with entrepreneurs producing superior quality Products to be given preference. However, the quality of the product preferably is of international standards or units having ISO: 9000/ 14000 certification.

8. You are advised to select the small & micro manufacturing units and collect 50 percent of the space rent as per the instructions given in point No. 5 above from participating entrepreneurs. The amount of 50 percent of space rental charges and security deposit shall be sent to Headquarters through DD as mentioned in point 5 above along with list of participating units and their necessary documents.

9. A copy of the registration form is enclosed for representatives who are likely to visit the fair. The filled up proforma may be forwarded to this office as early as possible along with copy of first & last two pages of their valid passport.

10. ITPO will arrange for the Invitation Letter from the fair organizer to facilitate obtaining of visa by the representatives of the participating Indian companies in the said fair. However, ITPO will not give any guarantee to this effect, as this is the sole discretion of the High Commission/Embassy of Chile in India. It also please be noted that once name of person forwarded by the respective unit as a representative of their unit in the respective fair, it will not be possible to change the name in the later stage.

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11. The selected units will be reimbursed of the airfare as applicable subject to maximum reimbursement ceiling of Rs. 1.25 lakh (including space rent and airfare) after participation in Fair/Exhibition on the basis of submission of claim by their representative whose name has been approved by this office.

12. Entrepreneurs are permitted for availing the benefit under MDA scheme for participation in the International Trade fair and reimbursing their claim only once in a financial year irrespective of the number of units they own.

13. The selected units must carry a catalogue of the product manufacturing by them and preferably it should prepare in the language of host country and English.

14. Recommended MSEs after participation in the trade fair should submit their reimbursement claims through concerned MSME-Development Institute to this office within one month from the completion of the date of fair failing which it may be presumed that unit is not interested to claim the reimbursement.

Yours faithfully,

(A.K. Verma)
Dy. Director (IC&CD)

Encl: Proforma
Application Form

Name of the Fair/ Exhibition: India Sourcing Fair, Santiago (Chile)

Dates: March 11-15, 2015

Name of the Company:

Address

Tel: Fax: Email: Website:

Name & Designation of Key Executive

Are you a registered exporter? (yes/No)

If yes please attach a photocopy of Registration certificate

Are you registered as small scale industry? If yes, please attach attested copy of Registration certificate

Are you a member of an EPC/Commodity Board? Please specify

Space requirement (in Sq mtr) Corner/Non-Corner (Corner booth Subject to availability):

Weather Shipment Facility Required YES/NO

Total turnover of company: US$ million Export turnover: US$ Million

Products for display:

Brief profile of company (not more than 25 words):

Export Performance Countries of Exports Preceding three years Commodity exported

(Photocopy attached,好像会计师的出口业绩证明)

Whether you have participated in this fair earlier, if so when?

Any other facility including display aids over and above ITPO’s shell scheme package:

We hereby accept the Rules & Regulations of participation as per copy enclosed. Crossed demand draft, favoring India Trade Promotion Organization, payable at New Delhi for INR: being the amount of participation charges is enclosed.

(Signature of authorized signatory of the Company)

Dated: __________________

Name __________________ Designation __________________

(For terms & condition please see reverse)