



APPAREL EXPORT PROMOTION COUNCIL, GURGAON

AEPC/REG/F&E/1061/2016

July 8, 2016

CIRCULAR

SUB: AEPC participates in INDIA TREND FAIR (ITF), Tokyo, Japan from 27-29 September, 2016

Dear Member,

1. Apparel Export Promotion council (AEPC) has decided to participate in **India Trend Fair, Tokyo, Japan** scheduled from 27-29 September, 2016.

2. Japan's Imports of Textile from India and World

Japan's Total Textile import from world and India													
S. No.	Product code	Product label	Japan's imports from world, In USD Mn.			% Change 2015/2014	Japan's imports from India, In USD Mn.			% Change 2015/2014	India's Share in %		
			2013	2014	2015		2013	2014	2015		2013	2014	2015
					Total Textile		41004.9	38670.0	35373.6		-8.5	467.4	471.3
		Total RMG	31783.4	29364.9	26856.5	-8.5	271.6	254.7	235.3	-7.6	0.9	0.9	0.9
1	50	Silk	188.0	173.8	144.3	-17.0	1.1	0.8	0.9	14.1	0.6	0.5	0.6
2	51	Wool, animal hair, horsehair yarn and fabric thereof	539.8	527.3	489.7	-7.1	7.2	8.4	16.8	101.0	1.3	1.6	3.4
3	52	Cotton	766.2	770.4	645.0	-16.3	66.1	74.4	59.0	-20.7	8.6	9.7	9.1
4	53	Vegetable textile fibres, paper yarn, woven fabric	88.7	91.5	89.2	-2.6	5.1	5.7	4.7	-17.6	5.7	6.3	5.3
5	54	Manmade filaments	865.0	920.4	859.4	-6.6	6.3	14.7	13.7	-6.9	0.7	1.6	1.6
6	55	Manmade staple fibres	598.5	598.8	558.0	-6.8	10.3	11.6	12.1	4.9	1.7	1.9	2.2
7	56	Wadding, felt, nonwovens, yarns, twine, cordage, etc	930.9	1015.8	1018.7	0.3	1.5	1.4	1.1	-15.4	0.2	0.1	0.1
8	57	Carpets and other textile floor coverings	680.2	649.6	547.1	-15.8	29.4	29.4	25.3	-14.0	4.3	4.5	4.6
9	58	Special woven or tufted fabric, lace, tapestry etc	183.2	184.7	167.5	-9.3	2.5	2.5	2.4	-7.4	1.4	1.4	1.4

10	59	Impregnated, coated or laminated textile fabric	442.1	472.6	442.2	-6.4	9.3	7.8	6.5	-15.8	2.1	1.6	1.5
11	60	Knitted or crocheted fabric	156.2	151.0	117.9	-21.9	0.1	0.1	0.2	140.5	0.1	0.1	0.2
12	61	Articles of apparel, accessories, knit or crochet	15683.6	14576.5	13321.1	-8.6	36.3	43.7	42.9	-1.8	0.2	0.3	0.3
13	62	Articles of apparel, accessories, not knit or crochet	16099.8	14788.5	13535.4	-8.5	235.3	211.0	192.3	-8.8	1.5	1.4	1.4
14	63	Other made textile articles, sets, worn clothing etc	3782.7	3749.3	3438.2	-8.3	57.0	59.9	48.3	-19.4	1.5	1.6	1.4

Source: UN Comtrade, 2016

Therefore enormous potential exist for increasing our textiles & garment exports to Japan. India and Japan have signed CEPA (Comprehensive Economic Partnership Agreement). This gives customs duty free imports of garments from India to Japan.

3. About ITF:

After extremely successful of first edition of India Trend Fair which attracted a total number of 2404 professional visitors, the Japan India Industry Promotion Association (JIIPA) has scheduled to organize the 2nd edition of India Trend Fair in Tokyo, Japan from 27th to 29th September, 2016. The India Trend Fair is an exclusive Business Matching Event which gives an opportunity to exporters to showcase their products and supply capabilities of value added products with special emphasis on the products designed to suit Japanese fashion trends and requirements. The visiting buyers would include manufacturers, wholesalers, trading companies, importers, select and specialist shops, department stores, volume and online retailers etc.

4. About JIIPA

Japan India Industry Promotion Association (JIIPA) is a Tokyo based NPO affiliated by Tokyo Metropolitan Government to promote trade between Japan & India.

5. Facilities planned for the Show:

Built in booth of around 9 SQM equipped with the following:

- 3 mt. x 3 mt. pre laminated partition with Octonorm system and 2.7 mts. of height
- Needle punch carpet
- Fascia board with company name
- Running garment-hanging rail of 9mtr. length
- 150 nos. of plastic hangers either all top/bottom garment
- Round table (one)
- Chairs (3 pcs)

- Dustbin (1 Pcs)
- Spot Light (6 Pcs)
- Power Socket (01 Pcs)

6. Value- added services planned for the show:

- Conducting workshops and seminars for the confirmed participants in several cities across India to help them better understand of the Japanese market and to assist Indian exporters in designing products for the trade fair thoroughly guided about the colours, trends and silhouettes that work in Japan.
- Arranging Business-matching activities for apparel participants during exhibition & to invite 3-5 buyers per exhibitor on daily basis.
- Bilingual website of the ITF 2016 to generate enquiries and disseminate the same among the participants

7. Following additional services are planned by the fair organizer to the participants:

- Working Lunch to all the participants on all three days during the fair
- Free services of interpreters for the participants
- High speed Wi-Fi facility on complimentary basis
- Visa recommendation letter
- Fair catalogue in Japanese & English language
- Advertising the trade fair extensively, and targeting potential buyers, designers.

8. Important Dates:

- **Set-up / Move-in day** –26th September, 2016 (Monday)
- **Fair days** - 27 to 29 September, 2016 (Tuesday to Thursday)
- **Move out** – 29 September, 2016
- **Time** – 10 AM to 5 PM (daily)

9. Venue

Venue	Date
<p style="text-align: center;">Belle Salle, Shibuya Garden B1F/1F Sumitomo Fudosan Shibuya Garden Tower, 16-17 Napeidaicho, Shibuya-ku, Tokyo, Japan</p>	<p style="text-align: center;">27 (Tue) – 29 (Thurs.) September, 2016</p>

10. PARTICIPATION CHARGES :

This is a right opportunity for you to participate in large apparel global market. The booth package and other details are as follows:

Particulars	Participation charges (Rs.)
Actual Cost per booth of (9 sqmtr.)	Rs.1,90,000/-
Early Bird Discount (If payment is made on or before 12th August, 2016)	(Rs.10,000/-) Rs. 1,80,000/-
After Early Bird Discount (If payment received after 12th August, 2016,)	Rs.1,90,000/-

Note:- MAI grant for this event, is still to be released from Ministry of Commerce. After considering the MAI grant, the booth charges shall be Rs. 1.80 lac (with early bird discount) for 9 sqmtr. If the MAI grant is not released by the Ministry of Commerce, the participation charges would be Rs. 3.25 lac for single booth of 9 sqmtr. In the event grant is not released, the exporter undertakes to pay the balance amount as such demand by AEPC within 7 days. The allotment of booth shall be subject to this condition.

The show is under MAI grant scheme of Ministry of Commerce and no MDA would be admissible for participating in the event. The participation charges does not include air-fare or any other kind of personal expenses. (logistics etc.)

Participation charges for additional booth in the same name :Rs. 3,25,000/- (without MAI Grant)

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

11. MODE OF PAYMENT

- (I) Demand Draft or Pay Order in the name of "Apparel Export Promotion Council" (payable at Gurgaon or New Delhi) may be sent to Mr. Ramesh Behl , AGM (Fairs & Exhibition), Apparel Export Promotion Council Apparel House, Institutional Area, Sector-44, Gurgaon-122003, Haryana, (India). **No part payment would be accepted under any circumstances.**
- (II) Payment can also be sent through **NEFT/RTGS** to the following account

BENEFICIARY: 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

12. Catalogue Display:-

First time the 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 which are important for buyers. Per company catalogue charges would be Rs. 4000/- (Rupees Four thousand only) which can be deposited by way of DD/PO 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 10.09.2016. Each party is restricted to send one copy of their catalogue. The same can be sent along with covering letter addressed to Mr. Ramesh Behl, AGM, (F&E), AEPC, Apparel House, Sector-44, Institutional Area, Gurgaon-122003.

13. GUIDELINES FOR ALLOTMENT OF THE BOOTHS:

1. All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
2. No change in the booths, once allotted would be entertained under any circumstances
3. The decision of Chairman –EP (AEPC) would be final and binding in case of any clarification.
4. The participation is on **FIRST-CUM-FIRST SERVED (FCFS)** basis.

14. 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 Japan. No request for refund will be entertained by AEPC, for any reason whatsoever including non receipt of visa.

15. CANCELLATION CHARGES:

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

- (i) **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.

16. APPLICATION FORM

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

For further details, please contact:

Ramesh Behl, AGM (Fairs & Exhibition)

Apparel Export Promotion Council

Apparel House, Institutional Area, Sector – 44, Gurgaon- 122003, Haryana (India)

Tel: +91 124 2708143, Mobile: +91 9654353911, Fax: +91 124 2708004

Email: rbehl@aepcindia.com

Sudhir Kumar, Asstt. Director (Fairs & Exhibition)

Apparel Export Promotion Council

Apparel House, Institutional Area, Sector-44, Gurgaon-122 003, Haryana (India)

Tel: 0124-2708135, Mobile: +91 9599281250 E-mail: sdahiya@aepcindia.com

17. 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 in the year 2015 over 2014 (Sl. No. 12 to 18). Sl. No. 1 to 6 are the products where China have already offloaded into 2015 over 2014.

1.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 in 2015 over 2014.

1.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 in 2015 over 2014.

1.To focus on products which are offloaded by China in 2015

S No.	HS Code	Description
12	610452	Womens/girls skirts, of cotton, knitted

S No.	HS Code	Description
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

18. Post show obligation of the participant

The exporters shall submit response form duly filled in to AEPC representatives on 29th September, 2016 at Tokyo, Japan.

Yours Sincerely,

R K Sharma

Sr. Director (Fairs & Exhibition)

Phone: +91-124-2708026/8134, Fax: +91-124-2708004/05

Email: rksharma@aepecindia.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 INDIA TREND FAIR (ITF),Tokyo, Japan, 27-29, September, 2016

(On the company's letterhead)

Name of event for which participation is sought:**INDIA TREND FAIR(ITF), Tokyo, Japan, 27-29 Sep'16**

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. Year of establishment :
10. Telephone Nos. with area code :
11. Fax No. (s) :
12. E-mail IDs :
13. Manufacturer 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 2015-16 (FOB in US\$) and major
Countries of exports : US\$_____ Million
17. Present production capacity (pcs/month) : _____ pcs. / month
18. Major brands & labels :
19. Whether First Time to Japan : YES / NO
- 20 No. of employees :
21. 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 Birth	
7	Place of Issue	
8	Whether has valid Japan visa	YES / NO

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.

22. Participants Charges:

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

23. I hereby undertake to pay the balance amount as such demand by AEPC within 7 days, in case the MAI grant is not released by Ministry of Commerce for a total booth cost of Rs. 3.25 lac for 9 sqmtr.

Date: - _____ **Name:-** _____

Designation _____

Signature
