



**India Trade Promotion Organisation
(A Government of India Enterprise)
Pragati Maidan, New Delhi-110001**

Dated: 23.10.2017

Sub:- INDIA SOURCING FAIR, ST. PETERSBURG (RUSSIA) March 20-22, 2018

Dear Sir/Madam,

We are glad to inform you that India Trade Promotion Organisation (ITPO) is organizing **India Sourcing Fair, St. Petersburg (Russia)** from **March 20-22, 2018** coinciding with St. Petersburg Technical Fair and Automechanika Fair at Expoforum Convention & Exhibition Centre, Peterburgskoye Shosee' 64/1, St. Petersburg, 196140, Russia. The Export Promotion Council for EOUs and SEZs is co-organising the event and participating with their members on a large scale in this event.

The India Sourcing Fair seeks to provide an effective platform for exclusive B2B interaction while permitting B2C business also. Accordingly, it is a great opportunity for Indian trade and industry to showcase their products and technologies in St. Petersburg during March 20 to 22, 2018. It will open the avenues for holding business meetings with Russian industrialists, buyers, various Chambers of Commerce/Associations/ Federations, business delegates.

The display profile of the Fair encompasses a wide spectrum of products, technologies and services which are relevant for the Russian Market. Since the India Sourcing Fair is coinciding with Fairs having accent on technical and engineering products and technologies as well as products related to automobile sector, major players from India in these sectors may take advantage of this opportunity. It may be stated that a large number of business visitors dealing with these subjects visit the event and place bulk orders for these products on regular basis.

Apart from the above, India Sourcing Fair opens up vistas for small and medium sector enterprises dealing in all sectors of industry. They will also have opportunity to do sales across the counters to assess the acceptability of their products and services in the Russian market.

We are pleased to inform that Government of India has approved MAI for this event hence the participation charges are highly subsidised. The rentals are tentatively fixed @ Rs.16,000/- per sq.mtr. for SME companies and Rs.22,000/- per sq.mtr. for Govt./PSUs/State Governments. For corner booths, Rs.2,000/- per sq.mtr. will be charged extra. As per practice, the package of services offered by ITPO will include built up stand, fascia, lighting, floor carpet, standard available display aids, furniture and general publicity support. Space will be offered on first cum first served basis. It may be noted that the participants will have to make their own arrangements for dispatch, insurance and clearance of goods in India and St. Petersburg as well as bear other contingent expenses regarding accommodation, travel, food etc.

You are requested to kindly confirm your space requirement immediately followed by duly filled in application form along with advance participation charges of Rs.75,000/- (Rupees Seventy Five Thousand only) through RTGS / NEFT in favour of India Trade Promotion Organization payable at New Delhi. The detail is as under:

- | | | | |
|----|---------------------|---|--|
| 1. | Name of Beneficiary | : | INDIA TRADE PROMOTION ORGANISATION |
| 2. | Name of the Bank | : | HDFC BANK LIMITED |
| 3. | Branch Address | : | G-3/4, SURYA KIRAN BUILDING
19, KASTURBA GANDHI MARG
NEW DELHI -110001 |
| 4. | Account No. | : | 00031110005078 |
| 5. | Type of Account | : | SAVING |
| 6. | IFSC Code | : | HDFC 0000003 |

For further clarification, please feel free to contact the undersigned on Tel. No. 91-11- 23371671 / 23371529 or mobile no. 9971096106 fax no. 91-11-23371529, e-mail dkj@itpo.gov.in .

Thanking you,

Yours faithfully,

(D.K. JAIN)
GENERAL MANAGER



India Trade Promotion Organisation
(A Government of India Enterprise)
Pragati Maidan, New Delhi-110001

ITPO invites participation from Indian Trade & Industry, EPCs/Trade Bodies/
Govt. Organisations/ Associations/Federations for an exclusive

INDIA SOURCING FAIR, ST. PETERSBURG (RUSSIA)

March 20-22, 2018

Concurrent exhibitions:

- **St. Petersburg Technical Fair**
<http://en.ptfair.ru/>
- **Automechanika-St. Petersburg**
<http://automechanika-spb.com/>

XI St. Petersburg Partneriat
(Government of St. Petersburg)

March 20-22, 2018

Venue:

Expoforum Convention & Exhibition Centre
Peterburgskoye Shosee 64/1, St. Petersburg, 196140, Russia

PRODUCT PROFILE

Engineering and Technical products category :

- Mining and metallurgy, casting, metal working, foundry products and technologies
- Machinery and equipments, machine tools, instruments, fasteners, Builders hardware
- Nanotech, laser equipment, robotics. Automation,
- Compressors, pumps, valves and accessories,
- Oil & gas,
- Power generation, lighting, energy saving technologies, new & renewable energy technology,
- IT, telecommunication,
- Electrical and electronics,
- Agricultural machinery and equipments
- Science & technology, nano technology, scientific equipments, instruments, industrial research, scientific/lab & medical equipment/devices, earth sciences,
- Space sciences
- Non-metallic materials, (polymer materials, plastics, non-metal based composite materials, rubber & allied products, glues and sealants, graphite, glass, ceramics),
- services for industrial enterprises, investments, pharmaceuticals/chemicals & machinery/equipment
- Other misc. products

Automobile and other related products :

- Vehicles – including commercial,
- Auto spare parts, components,
- tyre, rubber parts
- Accessories and misc. Items

Consumer products and services :

- Textiles, garment & accessories and home furnishing,
- Khadi, jute, coir products
- Leather products,
- Handlooms, handicrafts, giftware etc.
- Food & beverages products, tea, spices, coffee, etc.
- Food processing machines/equipments, crockery, utensils, kitchen equipments
- Ayurveda, herbal products, cosmetics,
- Service sector-healthcare, hospitality, tourism, education, training and professional development, etc.

Supported by :

- Ministry of Commerce & Industry (Govt.of India),
- Ministry of MSME (Govt.of India),
- Embassy of India, Moscow (Russia),
- Consulate General of India-St. Petersburg (Russia),
- Ministry of Trade and Industry of the Russian Federation,
- Chamber of Commerce & Industry of the Russian Federation,
- Government of St. Petersburg,
- St. Petersburg Chamber of Commerce & Industry,
- Russian Trade and Economic Development Council,
- Leningrad Chamber of Commerce & Industry,
- India-Russian Business Alliance,
- Union of Entrepreneurs and Industrialists

Participation Charges

Tentative Participation Charges (Furnished booth)	For Govt./PSUs/State Govt..: Rs. 22,000/- (Rupees Twenty two Thousand only) per sqm.	Extra for corner booth : Rs.2,000/- per sqm (Booth will be allotted on first come first served basis only)
	For SME companies: Rs.16,000/- (Rupees Sixteen Thousand only) per sqm. (Import Export Code (IEC) No. is mandatory) (Reimbursement of Economy class Air Ticket Cost admissible for 25 exhibitors on first-cum-first-served basis under MAI Scheme as per provisions under the MDA Scheme, admissible for one person per booth of 9 sq.mt and above..)	
Last edition (March, 2017)	50 Companies (Leading companies: Steel Authority of India Ltd., Rashtriya Ispat Nigam Ltd., Mecon Ltd., Ministry of AYUSH, DC(MSME), NSIC, National Jute Board, NHPC Ltd., STPI, JSW Ltd., Dabur, IMPCL, Surya Herbal, Kunnath Pharmaceutical, Bubble Export, Vasu Healthcare, Rex(U&A), Remedies, Orient, Vishal Hydraulics, Sunwise Engg., Akshay Enterprises Kasuma Auto Engg. (P) Ltd. etc..)	
Booking of booths	Booking amount is Rs.75,000/- as an advance per booth through RTGS. <u>Please note this is an advance amount only.</u> Your early confirmation will ensure you a booth. Booth allocation will be made on first come first served basis only. Application form and rules & regulations are available on ITPO website : www.indiatradefair.com	
RTGS Detail	Name of the Beneficiary	India Trade Promotion Organisation
	Name of the Bank	HDFC Bank Limited
	Branch Address	G-3/4, Surya Kiran Building, 19, Kasturba Gandhi Marg, New Delhi-110001
	ITPO's Bank Account No	00031110005078
	Type of Account	Saving
	IFSC Code	HDFC0000003

Contact Details:-

Mr. D K Jain General Manager India Trade Promotion Organisation. Pragati Maidan, New Delhi-110001 Tel.:011-23371671, Email : dkj@itpo.gov.in	Mr. Ashok Kumar Manager India Trade Promotion Organisation. Pragati Maidan, New Delhi-110001 Tel.:011-23371688, Email : ashokkumar@itpo.gov.in
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INDIA TRADE PROMOTION ORGANISATION

India Sourcing Fair
St. Petersburg (Russia)
March 20-22, 2018

Application form for participation

1. Name of the Registered Company.....
Address:.....
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Phone:..... Fax (with ISD/STD code)
E. Mail:
PAN..... GSTIN.....
Director Identification Number(DIN).....

2. Contact Person: Designation
Email No..... Mobile No.....

3. Import Export Code (IEC) No. :
(Attach photocopy) (Mandatory)

4.

Annual Export Turnover (2016-17)	Export to Russia (2016-17)

5. Tentative Participation fee (Shell Scheme) :
For Govt./PSUs/State Governments: Rs.22,000/- per sqm.
For SMEs : Rs. 16,000/- per sqm.
Extra for corner booth Rs.2,000/- per sqm.(Minimum both size: 6 sqm. and Multiple of 3 sqm.)

6. a) No. of booths required.....(Minimum sq.mtr).
b) Corner Booth : Yes/No

- 7 Payment details :

Participation charges	Booth Size 6 sqm xno of booths: Booth Size 9 sqm xno of booths: Booth size 12 sqm.x.....no of booths
Corner Charges	
Total	
Amount Paid	

RTGS / NEFT /D.D. No.....dated..... Rs.....
drawn on..... in favour of India Trade Promotion Organisation, New Delhi.

- 8 Products to be displayed.....
HS code.....
9 We have read the rules and regulations of participation and we agree to abide by the same.

Place : Signature of Authorized Representative of the firm
Date : (Company Seal) Name.....
Designation.....

Please complete and return this form to:

Mr. D K Jain
General Manager
India Trade Promotion Organisation
Pragati Bhawan, Pragati Maidan, New Delhi – 110001
Tel: 91-11-23371671, Email: dkj@itpo.gov.in



INDIA TRADE PROMOTION ORGANISATION

RULES AND REGULATIONS FOR PARTICIPATION

IN

INDIA SOURCING FAIR, ST. PETERSBURG (RUSSIA), March 20 – 22, 2018

1. Space Booking :

Application in prescribed proforma for participation in overseas activities of ITPO is to be submitted alongwith proof of transfer of amount of participation fee through RTGS / NEFT by the stipulated date for booking of space. Space is offered with an area of 6 sq. mtrs. (minimum) and in multiples of 3 sq. mtrs. thereof (subject to availability)

2. Membership of ITPO

Membership of ITPO has been made mandatory for participation in ITPO organized events. Non-members are requested to apply for membership of ITPO. Application form and payment details available at following link (http://indiatradefair.com/uploads/doc/pdf/membership_renewal.pdf). You are requested to indicate your membership number in the application form for participation to enable us to process the request.

3. Allotment of Space to the Participants :

- a) Selection of participants will preferably be done on first-cum-first served basis / suitability of exports i.e. export turnover, product acceptability etc. subject to payment of full participation charges.
- b) ITPO may make allocation of available space in the show premises at its discretion and its decision in this regard will be final and binding on all.
- c) Submission of application for booking of space does not automatically confer a right for allotment of space. Approval of application for space will rest with ITPO.
- d) The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by ITPO. Subletting of space is not permissible. Violation of this clause may lead to immediate cancellation of space allotted, forfeiting of space rent, security deposit etc., paid to ITPO and debarring the participation from the future participation in ITPO's events.

4. Refund of Participation Fee :

Refund of participation fee will be considered in case where:-

- a) The space rent contribution paid by the participant is in excess of the actual amount due to ITPO.
- b) The participant after approval withdraws from the participation but space is subsequently let out to some other participant who pays for the space. In such cases the participant can be allowed the refund after deducting 20% of the total amount payable.

- c) There is a change in the venue and date of an event and due to this the participant is unable to participate.
- d) ITPO is not able to participate in the Fair on account of non-availability of space, rejection of application or in the event of cancellation of participation due to unforeseen circumstances.

5. Visa :

- a) ITPO, as a trade promotion organisation, will provide necessary assistance to the representatives of the participating Company by issuing recommendatory letter to the concerned Mission for obtaining visa.
- b) ITPO shall not be liable, in case the concerned Mission of the host / transit country denies visa to any / all representative(s) of the participating Company for any reason.
- c) Since ITPO, on behalf of the participating company, has already committed for certain financial bindings by booking of space, construction/decoration of stand, catalogue entry, general publicity support etc., it will not be possible to consider any refund on account of denial of visa/delay in receipt of visa.
- d) Visa recommendation letter will be issued only in favour of the Chief Executive / Proprietor / Senior Level Officer dealing with exports of the Company who can take on the spot decision.
- e) The representative would come back to India after the Event / Fair is over and would submit the proof of his / her departure / arrival, wherever asked.

6. General :

- a) In the event of postponement / abandonment / cancellation of the Fair/ Exhibition/Show, or in case of exhibits not being displayed due to any reason, ITPO shall be under no liability to compensate expenditure or loss, if any, incurred by the participants.
- b) Only goods of Indian origin will be allowed for display in India Pavilion. Participants will be allowed to display only those products which are allowed by the fair organizers and approved by ITPO.
- c) Exhibits of participants whose representatives do not turn up at the Fair / Show will not be displayed.
- d) Participants will comply with instructions regarding packing and dispatch of exhibits and other matters concerning their participation. All payments with regard to import duty, any local taxes and forwarding the exhibits back to India will be made / borne by the participants in foreign exchange.
- e) Participants will not be allowed to remove the exhibits during the show without specific written permission from ITPO.
- f) Participants will be required to furnish complete information on orders booked, enquiries generated, retail sales, etc. during and after the close of the Show. Compliance with this rule will be one of the criteria for selection of the participants for future ITPO programmes.
- g) All expenses for travel to & fro, and stay abroad including boarding, lodging, medical treatment, insurance, etc. will be borne by the participants themselves.

7. Compliance of Fair related/ country related rules and regulations

- a) Participants will adhere to rules and regulations as may be prescribed by the country in which the show is held and/or laid down by the Fair Organisers in addition to ITPO's terms and conditions. The following is illustrative list of such conditions:
- (i) In case of inflicting damages to the property, the penalties may be levied on the participant.
 - (ii) Storage of exhibits / empty boxes should be done as per the rules of the Fair Organiser.
 - (iii) The stand should not remain unattended at any time during the fair. Exhibitor will be responsible for his stand and his belongings on Exhibition Ground; he / she should take the necessary precautions to secure the safety of his / her exhibits. ITPO will not be responsible for any loss / theft of exhibits / other belongings of the participant.
 - (iv) If the exhibitor wishes to distribute publicity materials he / she should get prior approval of the Director, India Pavilion / Fair Organiser.
 - (v) The ITPO / Fair Organizer reserve the right to photograph / video coverage of the display in the stands / India Pavilion.
 - (vi) It is not allowed to use inflammable items and it is not allowed also to use loudspeakers or DJ inside or outside halls.
 - (vii) The participants are required to follow all customs regulations relating to incoming / return exhibits.
 - (viii) Sale of exhibits shall be regulated by the rules of the fair organizer. Participants are advised to understand the procedure / rules.
- b) In case of default of any payment due from the participants, ITPO reserves the right to debar them from participation in ITPO's Fair in India & abroad and bring to the notice of appropriate authority.
- c) Any dispute/differences arising out of the participation in the event shall be referred to the Chairman and Managing Director of India Trade Promotion Organisation whose decision or award shall be final and binding.
- d) The terms and conditions of participation shall be subject to the jurisdiction of courts in the State of Delhi.

DECLARATION

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

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Signature of the Authorised Representative

Place: (Company Seal)

Name:

Date:

Designation: