CLE/HO/IMD/98th Expo Riva/2022                                                                                                     12th August, 2022

To  
  
**All Members (Leather & Non-Leather Footwear)**  
  
Dear Members,

**Sub:  Participation in the forthcoming PHYSICAL edition of Expo Riva Schuh Fair, Garda, Italy (January 14-17, 2023)**

Members are kindly aware that Council has been organizing group participation of members in the Expo Riva Garda Fair, Italy, regularly.  The **next edition (physical) of Expo Riva Garda, Italy, will be held during January 14-17, 2023.**

**CLE’s participation in the 98th Garda fair with MAI support**

CLE’s proposal seeking MAI funding support for organizing participation of **30 members** in this fair was approved by the Empowered Committee on MAI Scheme. Accordingly, taking into account the expenses i.e. space rent, stand construction (white Octanorm stands), cleaning charges, visa letter fees, common interpreter, water and stuffing paper, and marketing and promotional expenses etc., we are notifying the  MAI subsidized participation fee and un-subsidized participation fee for the January, 2023 edition of the fair, as under:-

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| --- | --- | --- | --- | --- |
| **Space/ Booth Size** | **Raw Space @ Rs. 19250/- per sqm** | | **Fully built-up booth @ Rs. 27,750/-per sqm.** | |
|  | **un-subsidized cost** | **MAI Subsidized fee** | **un-subsidized cost** | **MAI Subsidized fee** |
| 9 sq. mt | Rs. 1,73,250/- | **Rs. 5,250/-** | Rs. 2,49,750/- | **Rs. 81,750/-** |
| 12 sq mt | Rs. 2,31,000/- | **Rs. 63,000/-** | Rs. 3,33,000/- | **Rs. 1,65,000/-** |
| 18 sq mt | Rs. 3,46,500/- | **Rs. 1,78,500/-** | Rs. 4,99,500/- | **Rs. 3,31,500/-** |
| 24 sq mt | Rs. 4,62,000/- | **Rs. 2,94,000/-** | Rs. 6,66,000/- | **Rs. 4,98,000/-** |
| 30 Sq mt | Rs. 5,77,500/- | **Rs. 4,09,500/-** | Rs. 8,32,500/- | **Rs. 6,64,500/-** |
| 36 Sq mt | Rs. 6,93,000/- | **Rs. 5,25,000/-** | Rs. 9,99,000/- | **Rs. 8,31,000/-** |

***In addition to the above quoted charges, the fair organizer will be charging “Exhibitor Fee” @ Euro 400 (Rs. 33,200/-) from ‘old participants’ and @ Euro 600 (Rs. 49,800/-) from ‘new participants’, who never participated in this fair.***    Hence while remitting the participation fee to CLE, this extra charge may also be remitted to CLE’S bank account.

**Important guidelines for availing MAI funding support**-      (i)   In order to ensure that the benefits of the Scheme reach a larger number of exporters, a maximum of three participations in a particular trade fair/exhibition would only be eligible for MAI assistance, i.e., members who have availed assistance three times (including past cases) for a particular fair or exhibition, thereafter have to participate in that fair on their own. In the case of exporters belonging to SC/ ST/ Women and the exporters having f.o.b. value of exports of or less than Rs.50 crore in a year, 5 participations in a particular event is allowed. (ii)  MAI funding support will be provided to a member/participant company for a maximum of three MAI events in an year. In the case of exporters belonging to SC/ ST/ Women and the exporters having f.o.b. value of exports of or less than Rs.50 crore in the preceding year, 5 participations in a year is allowed, provided each one of these is in different market (e.9. Africa, LAC, WANA, ASEAN, etc).

**Members may note the above guidelines, while submitting their application for participation in this event, with MAI subsidized participation cost.**

**MAI Air Fare Reimbursement:**

Members who are eligible to participate at the MAIS- Subsidized Participation Fee are eligible to claim Airfare Reimbursement also with an upper ceiling of Rs. 75,000/-, subject to the Airfare Funding Approval by the Government for 2022-23 and compliance of the following Conditions:-

|  |  |
| --- | --- |
| *a.* | *14 Days Advance notice to CLE (in the prescribed format)- excluding date of travel & receipt of application date.* |
| *b.* | *FOB Value in the preceding year between Rs 3 lakhs to*  *Rs.50 Crores* |
| *c.* | Members to have completed 12 months of Membership  and is regularly filing returns with the concerned EPC. |
| *d.* | *Person attending the fair –*Regular Director / Partner / Proprietor  OR ‘regular officer of the company on senior managerial position’ |
| *e.* | *Restricted to Three times grant received under MDA/MAIS.*In the case of exporters belonging to SC/ ST/ Women and the exporters having f.o.b. value of exports of or less than Rs.50 crore in a year, 5 participations in a particular event is allowed |
| *f.* | Claim forms (with original boarding pass), duly filled in and complete in a ll respects must be submitted to CLE within 45 days of return to India. |
| *g.* | Airfare reimbursement will not admissible to a foreign national |

For complete details about the revised MAI eligibility criteria, please refer the circular dated 4th August, 2021 issued by CLE.

*The MAIS Intimation Application is enclosed herewith, which should be received by the Council by giving minimum 14 days Advance Notice excluding Date of Receipt of Application in the Council and Date of Departure from the country.  The same will be considered subject to*the Airfare Funding Approval by the Government for 2022-23 and compliance of the above Conditions.

**As stipulated by the fair organizer, members may please note the following deadline:-**

-          Last date for confirming CLE’s space requirement for January, 2023 show : 29th August, 2022  
-          Last date for sending the final list of participants for January, 2023 edition : 14th September, 2023  
-          Last date of cancellation of participation by the companies: 21st October, 2022.  For this penalty would be equal to the Exhibitor fee.  
-          After 21st October, 2022, the company will have to pay 100% penalty.

**The fair organizer has informed that, it will be possible for the companies for booking space for the January and June, 2023 editions together.   For this, the conditions are;**

|  |  |
| --- | --- |
| **14.09.2022** | Confirmation and payment for 98th Expo Riva Schuh (January, 2023) and confirmation for 99th Expo Riva Schuh (June, 2023) |
| **21.10.2022** | Payment of 50% of the sum for the participation at 99th Expo Riva Schuh (June, 2023) |
| **10.03.2023** | Payment of the remaining 50% of the fee for June 2023 |

Companies those who are confirming the stands for both editions together (January & June, 2023), we will get a **3% discount on the June’s raw area fee**, which will be adjusted against the balance payment due as on 10.03.2023.

**Visa**  
  
Members have to arrange Visa to Italy on their own.  However, CLE will arrange for the Invitation Letters from the Organizer (2 Invitation Letters per participating company will be issued without any additional charges).   For more than two letters, there will be charges of Euro 30 (Rs. 2,500/- per person), payable to the Fair Organizer.     **With regard to issue of visa invitation letters, participants may note the following:-**

* **CLE/Fair Organizer will issue visa invitation letter to a maximum of 3 persons per participating company.**
* **Representatives of the participating company (other than Directors/Partners/ Proprietor of the firm) has to submit copies of their salary certificate, appointment letter, PF No. etc.) to prove that the applicant is a regular employee of the company.**

Please note that non-issuance of Visa or any other reasons will not be considered as a valid ground for withdrawal subsequent to confirmation of participation. Hence, withdrawal from participation after confirmation will not be allowed and payment once deposited to CLE will not be refunded for whatever reasons, until and unless the fair is cancelled by the organizer.

**Allocation of Space to CLE’s participants @ 98th Garda Fair.**

As informed by the fair organizer,  Hall No. A3 (where CLE used to set up CLE India Pavilion) will be closed for January, 2023 edition as well.   They will allot space to CLE’s participants in Hall No. B, C and D, depending upon the availability of space.  Once members remit participation fee to CLE, we will get available booth options from the fair organizer and based on the consent of members, space will be booked for participation in the January, 2023 edition of the event.   We have been informed by the fair organizer that they will try to allot the same space where the companies participated in the June, 2022 edition of the fair for the January, 2023 also, if the participant desires so.    **Hence in order to get good/preferred location, members are requested to confirm their participation by remitting full and final participation fee to CLE as soon as possible.**

**Last Date for confirming space requirement and remittance of participation fee**

Keeping in view all the above, members those who are interested to participate in the January, 2023 edition of the Garda Fair, Italy may remit full and final  participation fee, as notified above,  (including the extra charges applicable for ‘old’ and ‘new’ participants), to CLE’s below given bank account and inform us the UTR details latest by **26th August, 2022** **(Friday)** so that we can confirm CLE’s space requirement to the fair organizer accordingly.

Beneficiary Name - Council for Leather Exports  
Bank    -    Canara Bank  
Branch   - Park Town Branch, Chennai 3  
IFS Code - CNRB0000976  
SB Account -  0976101016996

**Members may please note that, MAI subsidized rates would be available for a maximum number of 30 companies and participation with subsidy will be confirmed on first come first served basis, basis of the order of receipt of payment in CLE’s bank account.**

The attached application forms, duly filled in, may be sent to us while confirming your participation.

With best regards,

R. Selvam, IAS  
Executive Director  
Council for Leather Exports