

MARKET DEVELOPMENT ASSISTANCE SCHEME FOR MICRO, SMALL & MEDIUM ENTERPRISES

The scheme offers funding for:

1. Participation by manufacturing Small & Micro Enterprises in International Trade Fairs/ Exhibitions under MSME India stall.
2. Sector specific market studies by Industry Associations/ Export Promotion Councils/ Federation of Indian Export Organisation.
3. Initiating/ contesting anti-dumping cases by MSME Associations and
4. Reimbursement of 75% of one time registration fee (w.e.f. 1st January 2002) and 75% of annual fees (recurring) (w.e.f. 1st June 2007) paid to GSI (Formerly EAN India) by Small & Micro units for the first three years for bar code.

Objective:

- (i). To encourage Small & Micro exporters in their efforts at tapping and developing overseas markets.
- (ii). To increase participation of representatives of small/ micro manufacturing enterprises under MSME India stall at International Trade Fairs/ Exhibitions.
- (iii). To enhance export from the small/ micro manufacturing enterprises
- (iv). To popularise the adoption of Bar Coding on a large scale.

(1) Participation by manufacturing Small & Micro Enterprises in International Trade Fairs/ Exhibitions under MSME India stall

1.1 Eligibility criteria

- (i). Unit having valid permanent registration with Directorate of Industries/ District Industries Centre.
- (ii). The selection of small/ micro manufacturing units would be done by MSME-DIs as per display product profile, theme of the fair and space availability.
- (iii). Micro & Small manufacturing enterprise can avail this facility only once a year
- (iv). Only one person of the participating unit would be eligible for subsidy on air fare.
- (v). The participating units under MSME India stall at International Trade Fairs/ Exhibitions has to pay 50% of space rental charges of booked space (min. 6 sq.mtr.) by enterprises of General categories through MSME-DIs by a DD favouring PAO (MSME), New Delhi at least one month advance of the commencement of the event. In addition to this, selected units can book more space in multiple of 1x3 sq.mtr. on pro-rata basis and make payment accordingly. However, Women, SC&ST entrepreneurs & entrepreneurs from North Eastern Region need not to pay space rental charges.
- (vi). The representatives of the participating units are required to carry and manage the samples (to and fro including custom clearance etc.) for display under MSME India stall at the

International Trade Fairs/ Exhibitions.

1.2 **Permissible subsidy:**

- (i). The Govt. of India will reimburse 75% of air fare by economy class and 50% space rental charges for Micro & Small manufacturing enterprises of General category entrepreneurs.
- (ii). For Women/SC/ST Entrepreneurs & Entrepreneurs from North Eastern Region Govt. of India will reimburse 100% of space rent and economy class air fare.
- (iii). The total subsidy on air fare & space rental charges will be restricted to Rs.1.25 lakhs per unit.

1.3 **Other conditions:**

- (i). Assistance shall be available for travel by one permanent employee/ Director/ partner/ proprietor of the MSE unit in economy class.
- (ii). Space allocation will be made by O/o DC (MSME) at its discretion and the decision will be final and binding.
- (iii). The offer is available on first come first served basis till space is available.

1.4 **Procedure for availing Financial Assistance/Reimbursement of Expenses:**

1.4.1 The application must reach to the Office of DC (MSME) through concerned MSME-DIs at least one month in advance of the commencement of the event. The application must be accompanied by:

- (i). Copy of the valid MSME registration issued by concerned GM (DIC)/ Director of Industries.
- (ii). Demand Draft in favour of PAO (MSME), New Delhi for 50% rental charges of the booked space.
- (iii). Details of one or two participating representatives of the unit with photo copy of their valid passport.
- (iv). Proof of ownership of the unit as SC/ST/Women.

1.4.2 On the completion of the event, the participating unit must submit a claim for payment enclosing the following:

- (i). Pre-receipted bill in duplicate.
- (ii). Photocopy of passport indicating therein entries regarding departure from and arrival in India and also the country visited.
- (iii). Original air ticket used during the journey. In case original air ticket is lost, a copy of the same along-with a certificate indicating details of travel from the concerned airline may be

furnished.

- (iv). Participated units should furnish feedback report like business generated with value including confirmed orders obtained etc.
- (v). Claim form must be submitted within one month of return to India on completion of activity.
- (vi). No refund/ adjustment of rental charges will be made by O/o DC (MSME).

LIST OF INTERNATIONAL TRADE FAIRS/EXHIBITIONS TO BE PARTICIPATED BY DC (MSME) DURING THE YEAR 2010-11

S.No.	Name of the International Trade Fairs/ exhibitions & Country*	Duration/Period	Products	Organised by
1.	China Import and Export fair (Canton Fair), China	15-19 April, 2010	Multi Product	FIEO
2.	India Pavilion at HANNOVER MESSE 2010	19-23 April ,2010	Engineering Items	EEPC
3.	Automechanika Middle East 2010, Dubai, UAE	25-27 May, 2010	Engineering Items	EEPC
4.	43rd Algiers Intl. Fair, Algeria	02-07 June, 2010	Multi Product	ITPO
5.	INDEE -2010 Exclusive Engineering Exposition (Coinciding with Machine 21Building, Machine Tool & Instrument 2010), Nizhniy, Novgorod, Russia	21-24 June 2010	Engineering Items	EEPC
6.	India Home Furnishing fair, Osaka, Japan	21-23 July, 2010	Garments	ITPO
7.	Budapest International fair, Budapest, Hungary	08-12 September, 2010	Multi Product	ITPO
8.	INTERGIFT, Madrid, Spain	9-13 September, 2010	Multi Product	FIEO
9.	41st ISF Intel. Shoe & Leather goods fair, Tokyo, Japan	October'2010	Footwear & Leather goods	CLE
10.	India Sourcing Fair, Johannesburg, South	01-03 December, 2010	Multi Products	FIEO

	Africa			
11.	AFL-Artigiano, Milan, Italy	04-12 December, 2010	Handicrafts	ITPO
12.	Intermoda, Guadalajara (Mexico)	19-22 January, 2011	Garments	ITPO
13.	Copenhagen International Fashion Fair, Copenhagen, Denmark	10-13 February, 2011	Leather products, Accessories, Leather garments & footwear	CLE
14.	Cairo International fair, Cairo, Egypt	15-25 March, 2011	Multi Product	ITPO
15.	India Exhibition, Istanbul, Turkey	To be decided	Multi Product	ITPO

* For participation in the above fairs, please follow the revised guidelines (to be issued shortly) and be in touch with concerned MSME-DIs (Field offices of this office) for submitting the application along with requisite documents.

LIST OF PARTICIPATED MSMEs IN INTERNATIONAL TRADE FAIRS DURING THE YEAR 2009-10

Interested Micro & Small manufacturing enterprises registered with DI/ DICs may get in touch with the nearest Director, MSME-Development Institute,(formerly SISI) for their participation etc. or

E-Mail: dchanda@dcmsme.gov.in or may like to contact Dy. Director (Marketing Assistance) Ph. 011-23062249.

Note: Applications will be received in MSME-Development Institute,(formerly SISI) 45 days before commencement of the event.