



APPAREL EXPORT PROMOTION COUNCIL
Apparel House, Sector-44, Institutional Area, Gurgaon -122003 (HR)

AEPC:REG:F&E:BSM-951
November 12, 2014

BUYER SELLER MEET IN URUGUAY & CHILE (26th February- 3rd March, 2015)

SUB: Buyer Seller Meet in Montevideo, Uruguay & Santiago, Chile from 26th February to 3rd March, 2015

Dear Member,

Apparel Export Promotion Council has proposed to organize **Buyer Seller Meet in Montevideo, Uruguay and Santiago, Chile from 26th February to 3rd March, 2015 with 25 exhibitors** at each venue. Ministry of Textiles & Ministry of Commerce has approved funding under **Market Access Initiative (MAI)** for the BSM –Uruguay & Chile.

The BSM dates and venue are given hereunder:-

MONTEVIDEO, URUGUAY:-

- **Set up & Move-in day** : **25th February, 2015 (Wednesday)**
- **BSM Days** : **26th & 27th February, 2015 (Thursday & Friday)**
- Transit to Santiago, Chile** : **28th February, 2015 (Saturday)**

SANTIAGO, CHILE:-

- **Set up & Move-in day** : **1st March, 2015 (Sunday)**
- **BSM Days** : **2nd & 3rd March, 2015 (Monday & Tuesday)**

About Buyer Seller Meet in Uruguay and Chile:

The Council is once again organizing a Buyer Seller Meet wherein one to one meetings are proposed to be organized at Chile for participating exhibitors and shall be assigned a meeting space for their business promotion. The exhibitors can take along their latest collections specially designed for Uruguay/Chile market and negotiate orders with the buyers during the event. The Council shall try to fix the meetings according to the product range of exhibitors and demand of the visiting buyers at Chile.

At Uruguay, floating buyers shall be visiting.

URUGUAY & CHILE READYMADE GARMENTS IMPORTS:

The exports of readymade garments to Uruguay and Chile show that there is good potential of RMG exports from India to Uruguay and Chile.

Uruguay's RMG Imports: -

(Figure in US\$ Millions)

URUGUAY RMG Import		2012	2013
	From World	232.0	250.3
	From India	9.6	9.5
	India's Share %	4.1	3.8

Chile's RMG Imports: -

(Figure in US\$ Millions)

CHILE RMG Import		2012	2013
	From World	2519.9	2716.3
	From India	35.5	45.3
	India's Share %	1.4	1.7

Buyers Promotion:-

The Council has tied-up with the Santiago Chamber of Commerce in Chile for inviting garment buyers in the Buyer Seller Meet. Santiago Chamber of Commerce is the prime agency for fixing appointments with the apparel importers / buyers in Chile. At Uruguay a PR Agency has been entrusted to bring buyers at the venue.

PAYMENT SCHEDULE:

After financial support of Ministry of Commerce under MAI, the participation charges are as follows:

Sr. No.	Particulars	Participation charges (Rs.)
1.	Booth of approx. 9 SQM	Rs.1,40,000/-
2.	Early Bird Discount (If payment is made on or before 15th December, 2014)	(Rs.10,000/-) Rs. 1,30,000/-
3.	After Early Bird Discount (If payment received After 15th December, 2014)	Rs.1,40,000/-

FACILITIES PROVIDED FOR THE BSM:

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

- 1 table
- 3 chairs
- 1 Waste paper basket
- 1 Power Socket
- 1 Company Sign Board (Name Fascia)
- 3 Spot Lights
- Hanger Rails
- 150 Hangers (100 Top & 50 Bottom)
- 9 meters Hanger Rail (as a part of structure)
- Carpeted Floor in stall

The applicants will be allotted booth on First-Cum-First-Served Basis.

Kindly note: Cheque & Part payments are not acceptable. Payment can be made by Demand Draft or Pay Order only in favor of “APPAREL EXPORT PROMOTION COUNCIL” payable at Gurgaon/New Delhi.

Payment Mode:

- **Demand Draft or Pay Order along with the application form (duly filled) in the name of “Apparel Export Promotion Council” may be send to Mr. K S Bisht, Joint Director (Fairs & Exhibitions), Apparel Export Promotion Council, Apparel House, Institutional Area, Sector-44, Gurgaon-122003, Haryana, (India), Tel: +91 124 2708156(D), 2708000-003, Mobile: +91 9810527747 Fax: +91 124 2708004**
- **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

Cancellation Charges:

The exporter who will apply for participation in the BSM, the withdrawal will be subject to the following:

1. 25% of participation charges will be forfeited if the exporter withdraws before the participation is confirmed by the Council and other participant on the wait list confirms their participation. However, the forfeiture will be 35% of participation fees, in case, there is no other participant on

- the wait list.
2. 45% of the participation charges will be forfeited if the exporter withdraws after confirmation of participation by the Council 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.
 3. 100% forfeiture in case of no show of the fair.
 4. Non-grant of relevant visa shall not qualify for any relief.

Guidelines for the Allotment of meeting space:

1. All the participants who apply and pay the full participation fee in time would be considered for allotment of stall space on FCFS basis (No part payment will be accepted)
2. The decision of SG, AEPC would be final in case of any confusion/dispute.
3. For the allotment of stall space, where any vacancy arises after the allotment on FCFS basis, the same would be subject to the discretion of the Secretary General-AEPC/Chairman (EP) AEPC.
4. No change in the stall space, once allotted would be entertained under any circumstances.

APPLICATION FORM: The blank application format is attached herewith for your ready reference.

Should you require any other information, we will be glad to answer the same. Please contact Mr. K S Bisht, Jt. Director (Fairs & Exhibition), Apparel Export Promotion Council Apparel House, Institutional Area, Sector-44, Gurgaon-122003, Haryana, (India) Tel: +91 124 2708156(D), 2708000-003, Mobile: +91 9810527747 Fax: +91 124 2708004 E-mail: kbisht@aepecindia.com. The application form may be downloaded from our website www.aepecindia.in

Thanking you,

Yours sincerely,

(R.K. SHARMA)
DIRECTOR (F&E)

E-mail: rksharma@aepecindia.com
Mobile: +91 9899167235

Encl: Application form

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 or AEPC.

**APPLICATION FORM FOR PARTICIPATION IN “BUYER SELLER MEET IN URUGUAY &
CHILE”
(26th February to 3rd March, 2015)
(On the Company’s letterhead)**

1. Name & Address of the firm :
2. IEC No.
3. Name of the Contact person with mobile No. :
4. Proprietary/Partnership Pvt. Ltd. Co., :
5. Year of establishment :
6. Telephone No (s) with area code :
7. Fax No (s) :
8. E-Mail Nos. :
9. Manufacturer or Merchant Exporter :
10. Address of Manufacturing Unit :
11. Main items of production :
(Mentioned segment Knitted/Woven and
Specify product mix.)
11. Total value of export of readymade Garments/
Textiles in the previous year 2012-13 (FOB in US\$): US\$ _____ Million
And major Countries of Exports :
12. Present productiOn capacity (pcs/month) : _____ pcs/month
13. Major brands & labels :
14. Whether First Time to Chile / Uruguay : YES / NO
15. Please mention details of factory Compliance /
Social Compliance: :
16. No. of employees :

17. Operational Controls

Does the company have a designated person or department responsible for Product Safety Compliance Are the Quality Assurance (QA) and Quality Control (QC) personnel responsible for Product Safety and Quality Compliance independent from the production personnel?
Are raw materials (including packaging), work in progress and finished products identified to ensure traceability?

Does the factory perform final inspection of products in line before carton packaging?
 Does the company operate an effective system for handling and investigating the cause and resolution of customer complaints?

18. Capabilities

Please indicate the classifications for the products provided by the company. Please provide the product photos

Floor Area (in square meters) under the same registration/facility location
 Production capacity per month
 Percentage of capacity used in last 12 months (% by month)
 Approximate Annual Turnover last year (US\$)

Based on last financial year, please provide the percentage of SALES breakdown and years of supplying to your top 5 EXPORT countries.

Please provide the photographs of your factory's areas.

19. Compliance

Does your company have valid 3rd-party Quality System certifications or recognition program for the processes specific to this facility?

- DISHA (even if you have applied)
- ISO 9001
- British Retail Consortium (BRC)
- Supplier Qualification Program (SQP) (Intertek program)
- Mill Qualification Program (MQP) (Intertek Program)

20. How many times has the factory been independently audited against Quality Management System standards in last year?

21. Please fill up the details of the Representative in the following format:

1	Name as appearing in Passport	
2	Passport No.	
3	Date of Issue	
4	Validity	
5	Date of Birth	
6	Place of Birth	
7	Place of Issue	

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 or AEPC.

Signature
 (Name/Designation)
Company's stamp
