



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

**AEPC:REG:F&E:BSM-1041**  
**December 14, 2015**

**BUYER SELLER MEET IN URUGUAY & CHILE (16<sup>th</sup> March – 22<sup>nd</sup> March, 2016)**

**SUB: Buyer Seller Meet in Montevideo, Uruguay & Santiago, Chile from 16<sup>th</sup> March to 22<sup>nd</sup> March, 2016**

**Dear Member,**

Apparel Export Promotion Council has proposed to organize **Buyer Seller Meet in Montevideo, Uruguay and Santiago, Chile from 16<sup>th</sup> March to 22<sup>nd</sup> March, 2016 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** : **16<sup>th</sup> March, 2016 (Wednesday)**
- **BSM Days** : **17<sup>th</sup> & 18<sup>th</sup> March, 2016 (Thursday & Friday)**
- Transit to Santiago, Chile** : **19<sup>th</sup> March, 2016 (Saturday)**

**SANTIAGO, CHILE:-**

- **Set up & Move-in day** : **20<sup>th</sup> March, 2016 (Sunday)**
- **BSM Days** : **21<sup>st</sup> & 22<sup>nd</sup> March, 2016 (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)

<b>URUGUAY RMG Import</b>		<b>2013</b>	<b>2014</b>
	<b>From World</b>	250.3	246.3
	<b>From India</b>	9.5	13.0
	<b>India's Share %</b>	3.8	5.3

**Chile's RMG Imports: -**

(Figure in US\$ Millions)

<b>CHILE RMG Import</b>		<b>2013</b>	<b>2014</b>
	<b>From World</b>	2680.8	2812.3
	<b>From India</b>	45.1	50.7
	<b>India's Share %</b>	1.7	1.8

**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:

<b>Sr. No.</b>	<b>Particulars</b>	<b>Participation charges (Rs.)</b>
1.	Booth of approx. 9 SQM	Rs.1,40,000/-
2.	Early Bird Discount (If payment is made on or before 30 <sup>th</sup> January, 2016)	(Rs.10,000/-) Rs. 1,30,000/-
3.	After Early Bird Discount (If payment received After 30 <sup>th</sup> January, 2016)	Rs.1,40,000/-

## **FACILITIES PROVIDED FOR THE BSM:**

Built in booth of 9 SQM (3 mtr x 3 mtr) with the following set of furniture in each stall:

- Octonorm partition stall of standard 2.5 mtr height
- One Round Table / Square table, Three Chairs
- 1 Waste paper bin
- Power point for running laptop
- 4 Spot Lights
- Hanger Rails - with 9 mtrs. length
- 150 plastic Hangers (100 Top & 50 Bottom)
- Carpeting on floor
- Name facia

**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:-**

**BENEFITIARY : 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](mailto:kbisht@aepecindia.com). The application form may be downloaded from our website [www.aepecindia.in](http://www.aepecindia.in)

Thanking you,

Yours sincerely,

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

E-mail: [rksharma@aepecindia.com](mailto: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.

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**APPLICATION FORM FOR PARTICIPATION IN  
“BUYER SELLER MEET IN URUGUAY & CHILE”  
(16<sup>th</sup> March to 22<sup>nd</sup> March, 2016)  
(On the Company’s letterhead)**

1. Name & Address of the firm :
2. IEC No. :
3. RCMC No :
4. Name of the Contact person with mobile No. :
5. Proprietary/Partnership Pvt. Ltd. Co., :
6. Year of establishment :
7. Telephone No (s) with area code :
8. Fax No (s) :
9. E-Mail Nos. :
10. Manufacturer or Merchant Exporter :
11. Address of Manufacturing Unit :
12. Main items of production :  
(Mentioned segment Knitted/Woven and  
Specify product mix.)
13. Total value of export of readymade Garments/  
Textiles in the previous year 2012-13 (FOB in US\$): US\$ \_\_\_\_\_ Million  
And major Countries of Exports :
14. Present producti0n capacity (pcs/month) : \_\_\_\_\_ pcs/month
15. Major brands & labels :
16. Whether First Time to Chile / Uruguay : YES / NO

17. 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	

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**Signature**  
(Name/Designation)  
**Company's stamp**

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