



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

AEPC:REG:F&E:BSM-896/  
January 1, 2014

**BUYER SELLER MEET IN URUGUAY & CHILE (13-18 MARCH, 2014)**

**SUB: Buyer Seller Meet in Montevideo, Uruguay & Santiago, Chile from 13<sup>th</sup> to 18<sup>th</sup> March, 2014**

Dear Member,

Apparel Promotion Council has proposed to organize **Buyer Seller Meet in Montevideo, Uruguay and Santiago, Chile from 13<sup>th</sup> to 18<sup>th</sup> March, 2014 with 15 exhibitors** at each venue. Ministry of Textiles & Ministry of Commerce has approved funding under **Market Development Scheme (MDA)** for the BSM – Uruguay & Chile.

The BSM dates and venue are given hereunder:-

**MONTEVIDEO, URUGUAY:-**

- Set up & Move-in day : 12<sup>th</sup> March, 2014 (Wednesday)
- BSM Days : 13<sup>th</sup> and 14<sup>th</sup> March, 2014 (Thursday/ Friday)
- Transit to Santiago, Chile : 15<sup>th</sup> March, 2014 (Saturday)

**SANTIAGO, CHILE:-**

- Set up & Move-in day : 16<sup>th</sup> March, 2014 (Sunday)
- BSM Days : 17<sup>th</sup> and 18<sup>th</sup> March, 2014 (Monday/ Tuesday)

**About Buyer Seller Meet in Uruguay and Chile:**

The Council is once again organizing a Buyer Seller Meet wherein one to one meeting shall be organized 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		2010	2011	2012	% Change 2012/2011
	<i>From World</i>	161.9	214.7	229.9	7.1
	<i>From India</i>	9.4	10	7.4	-25.6
	<b>Our Share %</b>	5.8	4.7	3.2	-30.5

**Chile's RMG Imports: -**

figures in US Millions

CHILE RMG Import		2010	2011	2012	% Change 2012/2011
	<i>From World</i>	1729	2384	2519.9	5.7
	<i>From India</i>	18.5	27.4	35.5	29.7
	<b>Our Share %</b>	1.1	1.1	1.4	22.7

(Source: UN Comtrade, 2013)

**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. Previously at Uruguay a PR Agency would be entrusted to bring buyers at the venue, successful buyer seller meets have been organized with the help of the Santiago Chamber of Commerce.

**ABOUT DISHA, A COMMON COMPLIANCE CONDUCT:**

- i) This scheme of Ministry of Textiles aims to make India the global benchmark for social compliance in apparel manufacturing and export. This would create awareness of compliance standards for garment exporters and understand the internationally accepted compliance standards.
- ii) Driving Industry towards Sustainable Human Capital Advancement (DISHA) is a first-of-its kind industry-owned and driven initiative and programme. Adopting multi-stakeholder approach, DISHA programme has developed a self-regulatory voluntary Common Code of Conduct (CCC) along-with a capacity building framework for guiding and supporting apparel manufacturers. The principal sponsor of DISHA programme is the Ministry of Textiles, Government of India. The Apparel Export Promotion Council (AEPC) is the principle implementation agency.

For availing MDA grant, applicant or supporting manufacturers is requested to be a Disha applicant. The Council has received financial assistance from Ministry of Commerce & Industry, due to the initiative of Ministry of Textiles, which is organized by AEPC. The beneficiaries will have to pay a onetime enrollment fee of **Rs.28,652/-** for Disha including taxes for participating in **AEPC's events** where **MAI/MDA grants of Ministry of Commerce** is being used by the exhibitors.

**PAYMENT SCHEDULE:**

S. N.	Particulars	Participation Charges	After Early bird discount of Rs.10,000/- upto 27.01. 2014
1.	A stall space which include -Table, Chairs, 3 Hanger-rails & 150 Hangers etc., [ for DISHA applicants]	Rs.1,90,000/-	Rs.1,80,000/-
2.	Participation charges [for non- DISHA Members] by adding Rs.28,652/- enrollment fee per factory OR per supporting manufacturer for DISHA (inclusive of taxes)	Rs.2,18,652/-	Rs.2,08,652/-

(A stall space for one exhibiting company shall be provided a Table, Chairs, 3 Hanger-rails & 150 Hangers, Waste paper basket etc.)

**The application will be received 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 favour 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 & Exhibition), Apparel Export Promotion Council Apparel House, Institutional Area, Sector-44, Gurgaon-122003, Haryana, (India), Tel: +91 124 2708158(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**

**MDA Grant:**

This project is under **Marketing Development Assistance (MDA) scheme**. Market Development Assistance (MDA), as announced by the Ministry of Commerce and as amended from time to time, **would be applicable and would be reimbursed to the eligible participants up to a maximum MDA grant of Rs. 1,80,000/- as per the reduced MDA grant actually received from Ministry of Commerce, Govt. of India for the financial year 2013-14. Exhibitors with export turnover of maximum Rs. 30 Crores and minimum average export turnover of Rs. 10 lakhs in the preceding 3 years would be eligible for MDA grant. Also the membership of the exhibitors should be at least 12 months old at the time of submission of application for the event.**



**APPLICATION FORM FOR PARTICIPATION IN “BUYER SELLER MEET IN URUGUAY & CHILE”  
(13<sup>th</sup> to 18<sup>th</sup> March, 2014)  
(On the Company’s letterhead)**

**PART-I**

1. Name & Address of the firm :
2. Name of the Contact person with mobile No. :
3. Proprietary/Partnership Pvt. Ltd. Co., :
4. Year of establishment :
5. Telephone No (s) with area code :
6. Fax No (s) :
7. E-Mail Nos. :
8. Manufacturers or Merchant Exporter :
9. Address of Manufacturing Unit :
10. 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 :

**Please attach C A certified F.O.B. Value export figures of readymade Garments in the preceding 3 years:-**

F. Y. 2010-11	F. Y. 2011-12	F. Y. 2012-13

**PART II**

Please tick:

S.No	PARTICULARS	YES	NO
1	Full-Package garment manufacturers (Packed shipment Exporter)		
2	Sufficient experience in Garment Exports		
3	A proven experience with high street retailers		
4	Vertically integrated plant with CMT, finishing etc		
5	Whether you Technicians are able to understand and interpret techsheets and do you employ technically qualified staff in quality & product Deptt		

**PART -III**

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

1	Name appearing in Passport	
2	Passport Not	
3	Date of Issue	
4	Validity	
5	Date of Birth	
6	Place of Birth	
7	Place of Issue	

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2	Passport Not	
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**

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