



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

**AEPC:REG:F&E:BSM-721**  
**December 29, 2011**

**BUYER SELLER MEET IN CHILE & URUGUAY - MARCH, 2012**

**SUB: AEPC organize Buyer Seller Meet in Santiago, Chile & Montevideo, Uruguay from 15-20 March, 2012**

**Dear Member,**

At the outset, Apparel Promotion Council has proposed to organizing Buyer Seller Meet in Santiago, Chile and Montevideo, Uruguay from 15<sup>th</sup> to 20<sup>th</sup> March, 2012 with 25 booths at each venue. Ministry of Textiles & Ministry of Commerce has approved funding under Market Access Initiative for the BSM – Chile & Uruguay.

City/Country	Dates	Days
Santiago, Chile	15-16 March, 2012	Thursday/Friday
Montevideo, Uruguay	19-20 March, 2012	Monday, Tuesday

**ECONOMY IN CHILE & URUGUAY:**

**CHILE:** Chile has a market oriented economy characterized by a high level of foreign trade and reputation for strong financial institutions and sound policy that have given it the strongest sovereign bond rating in South America. Exports account for more than one-fourth of GDP, with commodities making up some three-quarters of total exports. Chile deepened its longstanding commitment to trade liberalization with the signing of a free trade agreement with the USA.

**Chile's RMG Imports**

Figure in US\$ Million

	2008	2009	2010	%Change 2010/2009
From World	1221.5	1057.7	1371.68	29.7
From India	9.2	12.4	16.6	33.9
Our Share (%)	0.8	1.2	1.2	55

The import duty on RMG in Chile is only 5%.

**URUGUAY:** Uruguay's economy is characterized by an export – oriented agricultural sector, a well educated work force, and high levels of social spending. Uruguay's total Imports of RMG were to the tune of US\$ 161.9 million in 2010 showing a growth of 32.59%. Major supplier countries to Uruguay were China, Argentina, Brazil, India, Hong Kong, Italy, Paraguay, Spain, Cambodia and USA. India's share was only 5.7% and it was the largest supplier to the country of RMG in 2010.

#### Uruguay's RMG Imports

Figure in US\$ Million

<b>RMG Import of Uruguay</b>				
	<i>2008</i>	<i>2009</i>	<i>2010</i>	<b>%Change 2010/2009</b>
From World	<i>124.4</i>	<i>122.1</i>	<i>161.9</i>	32.6
From India	4.8	6.7	9.3	38.8
India's % Share	3.9	5.5	5.7	40.1
Source: UN Comtrade				

#### **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 and previously successful buyer seller meets have been organized with the help of the Santiago Chamber of Commerce. Also Google search promotion is also being done for promoting and inviting buyers at Monte Video and Santiago for the BSM.

#### **Concessional Participation Charges and Last date:**

The cost of approx. 9 sq.mtrs stall together with entire promotional expenses shall cost of 3.60 Lac to AEPC. However, after taking into consideration the MAI assistance from the Ministry of Commerce, Govt. of India, the cost of 9 sq.mtrs stall has come down.

Participation charges of 9 sq.mtrs. booth	:	Rs. 1,15,000/-
Early bird discount (upto 31.1.2012)	:	Rs. 15,000/-
Amount payable (upto 31.1.2012)	:	Rs. 1,00,000/-
Amount payable (after 31.1.2012)	:	Rs. 1,15,000/-

Since Ministry of Commerce has given financial support, no other financial assistance shall be given like MDA etc. The cost of Air travel and Hotel expenses shall be borne by exhibitor.

#### **Cancellation Charges:**

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

- A. 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.
- B. 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.
- C. 100% forfeiture in case of no show of the fair.
- D. Non-grant of relevant visa shall not qualify for any relief.

**Guidelines for the Allotment of booths:**

1. All the participants who pay the full participation fee in time would be considered for allotment of booths on FCFS basis
2. The decision of SG, AEPC would be final in case of any confusion/dispute.
3. For the allotment of booths, where any vacancy arises after the allotment on FCFS basis, the same would be subjects to the discretion of the Secretary General-AEPC/Chairman AEPC.
4. No change in the booths, 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, please contact:

**Mr. K.S. Bisht**

**Dy. Director (F&E)**

**Apparel Export Promotion Council**

**Apparel House, Institutional Area**

**Sector-44, Gurgaon -122003, Haryana (India)**

**Mobile: +91 9810527747**

**Tel: 0124-2708000-003, 2708158 (Direct), Fax: 0124-2708004-005, E-mail:kbisht@apecindia.com**

Your are requested to kindly send the participation fee by way of Demand Draft/Pay order in favour of **“APPREL EXPORT PROMOTION COUNCIL”** as per the above to, A.E.P.C., Fair & Exhibition Department, Apparel House, Institutional Area, Sector-44, Gurgaon – 122003

The exporters of Delhi/Gurgaon can also deposit the payment by way of Demand Draft to APPAREL EXPORT PROMOTION COUNCIL, Gurgaon office. Similarly, exporters at Mumbai, Ludhiana, Jaipur, Tirupur, Chennai, Bangalore and Kolkata can also deposit the Demand Draft at Local AEPC offices. All others may send the Demand Draft/Pay orders to Gurgaon office.

Yours sincerely,

**(R.K. SHARMA)**

**DIRECTOR (F&E)**

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

**Mobile: +91 9899167235**

Encl: Application form:

**APPLICATION FORM FOR PARTICIPATION IN “BUYER SELLER MEET IN CHILE & URUGUAY”**  
**(15-20 March, 2012)**  
**(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 2010-11 (FOB in US\$) : US\$ \_\_\_\_\_ Million  
and major Countries of Exports
12. Present productiOn capacity (pcs/month) : \_\_\_\_\_pcs/month
13. Major brands & labels :

**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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