



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

AEPC:REG:F&E:BSM-1180
December 24, 2018

BUYER SELLER MEETS IN CHILE & URUGUAY (25th to 29th March, 2019)

SUB: Buyer Seller Meet in Santiago, Chile & Montevideo, Uruguay from 25th March to 29th March, 2019.

Dear Member,

Apparel Export Promotion Council has proposed to organize **Buyer Seller Meet in Santiago, Chile and Montevideo, Uruguay from 25th to 29th March, 2019 with 25 exhibitors** at each venue. Ministry of Textiles & Ministry of Commerce has approved funding under **Market Access Initiative (MAI)** for the BSM –Chile & Uruguay.

The BSM dates and venue are given hereunder:-

SANTIAGO, CHILE:-

- **Set up & Move-in day : 24th March, 2019 (Sunday)**
- **BSM Days : 25th & 26th March, 2019 (Monday & Tuesday)**
- **Transit to Montevideo, Uruguay. : 27th March, 2019 (Wednesday)**

MONTEVIDEO, URUGUAY:-

- **Set up & Move-in day : 27th March, 2019 (Wednesday)**
- **BSM Days : 28th & 29th March, 2019 (Thursday & Friday)**

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

Chile's RMG Imports:

Chile's RMG Import from World and India					India's RMG Exports to Chile in January-June, 2018 (In USD MN.)
	2015	2016	2017	% Change 2017/2016	
Chile's RMG imports from world, (USD Mn.)	2549.6	2510.7	2908.8	15.9	19.5
Chile's RMG imports from India, (USD Mn.)	53.7	49.0	55.2	12.7	
India's Share in Chile's RMG imports from world, %	2.1	2.0	1.9		
Source: UN Comtrade, 2018					

Uruguay's RMG Imports:

Uruguay's RMG Import from World and India					India's RMG Exports to Uruguay in January-June, 2018 (In USD MN.)
	2015	2016	2017	% Change 2017/2016	
Uruguay's RMG imports from world, (USD Mn.)	244.3	220.6	263.5	19.4	6.5
Uruguay's RMG imports from India, (USD Mn.)	12.9	12.0	13.1	8.9	
India's Share in Uruguay's RMG imports from world, %	5.3	5.5	5.0		
Source: UN Comtrade, 2018					

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.1,10,000/-
2.	Early Bird Discount (If payment is made on or before 31 st December, 2018)	(Rs.10,000/-) Rs. 1,00,000/-
3.	After Early Bird Discount (If payment received After 31 st Dec., 2018)	Rs.1,10,000/-
4.	Participation charges without MAI	Rs. 1,90,000/-.

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 fascia

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 or RTGS/NEFT 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 .

Payment can also be sent through NEFT/RTGS to the following account:-

BENEFITIARY : APPAREL EXPORT PROMOTION COUNCIL
SAVING A/C NO : 180401000031001
IFS CODE : IOBA0001804
BANK : INDIAN OVERSEAS BANK
ADDRESS: APPAREL HOUSE, SECTOR 44, INSTITUTIONAL AREA, GURGAON - 122003

Eligibility for financial assistance under Market Access Initiative (MAI) scheme:

As per Notification no. 11/197/2016-E&MDA dated 16.02.2018 of Ministry of Commerce & Industry, Department of Commerce (E&MDA) Division reg. eligibility for availing MAI grant with following conditions:

“a maximum of three participations in a particular trade fair/ exhibition would only be eligible for MAI assistance, i.e. members who have availed assistance three times (including past cases) for a particular fair / exhibition thereafter have to participate in that fair on their own. Further MAI funding support shall only be provided to a member for a maximum of two MAI events in a year.”

Reimbursement of airfare: - Further the Council has sent proposal to Dept. of Commerce for sanction of grant on account of reimbursement of airfare (economy class) if it is approved by Ministry of Commerce, accordingly, Partner/Director/Proprietor of participating firm/co. shall be eligible for reimbursement of airfare as per MAI guidelines under para 6.1 of the Market Access Initiative Scheme 2018 issued by the Ministry of Commerce from time to time.

MAI assistance shall be permissible to director/partner/proprietor of the company. Assistance would not be available to exporter of foreign nationality or holding foreign passport.

Waitlist:

In case, applications are over-subscribed, a waitlist will be maintained, which would be considered on FCFS basis. Applicants are advised to ensure that they possess necessary visa to enter Uruguay/Chile. No request for refund will be entertained by AEPC if for any reason whatsoever visa is not granted.

Cancellation charges:

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

- (i) 45% of the participation charges will be forfeited if the exporter withdraws after confirmation of participation by the Council (after receiving of the payment confirmation receipt) and other exporters on wait list confirm their participation. There will be forfeiture of 65% of participation fee if no other exporter is on the wait list.
- (ii) 100% forfeiture in case of no show of the fair.
- (iii) 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 /Chairman-EP 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)
SR. 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.

**APPLICATION FORM FOR PARTICIPATION IN
"BUYER SELLER MEETS IN CHILE & URUGUAY"
(25th - 29th March, 2019)**

(On the Company's letterhead)

Name of event for which participation is sought **"BUYER SELLER MEETS IN CHILE & URUGUAY"**

1. Name & Address of the firm :
2. Name of the Contact Person with Mobile No. :
3. Proprietary/Partnership/ Pvt. Ltd. Co. :
4. GST No. of Company :
5. RCMC No. of the Company :
6. IEC No. of company :
7. CIN No. of Company :
8. DIN No. of Company Director :
9. HS Codes in respect of the products being promoted/marketed by exhibitor (at least 6 HS Codes should be given)

S.N.	HS Code (6 digit level)	Product description

10. Year of establishment :
11. Mobile/Telephone No (s) with area code :
12. E-Mail address :
13. Manufacturers or Merchant Exporter :
14. Address of Manufacturing Unit :
15. Main items of production :
(Mentioned segment Knitted/Woven and specify product mix.)
16. Total value of export of readymade Garments/
Textiles in the previous year 2017-18 (FOB in US\$) : US\$ _____ Million
and major Countries of Exports
17. Present production capacity (pcs/month) : _____ pcs. /month
18. Major brands & labels :
19. Whether First Time to Uruguay/Chile. : YES / NO
20. Please fill up the details of the Representatives in the following format:

1	Name as appearing in Passport	
2	Passport Number	
3	Date of Issue	
4	Date of Expiry	
5	Date of Birth	
6	Place of Issue	
7	Whether has valid Uruguay/Chile visa	YES / NO

21. Have you earlier participated in this event with AEPC or any other Council/ Organization?
If Yes, Year (s) _____ No _____
22. Are you participating in any other event under MAI assistance in 2018 - 19 with other
EPC's/Commodity Board/ Trade Bodies? YES / NO

If yes, please give details:

S.N.	Name of the Event/Country	Date of event	Name of the EPC's/Commodity Board/ Trade Bodies
1			
2			
3			

Disclaimer: As Annexure - I (It's mandatory to fill up and be attach with the application form as its' a part of application form).

23.Participants Charges:

Pay order/ DD for Rs. _____ drawn on _____ payable at Gurugram/ New Delhi. In case of RTGS/NEFT UTR No. _____ dated _____ Amount (Rs)_____.

This is to certify that all information provided by me is correct to the best my knowledge and agree to abide by the same.

Date: -

Signature of Authorized Signatory_____

Name & Designation:_____

Company Seal : _____

Note:

- 1) As per MAI guideline, an exhibiting company/member can avail MAI assistance up to a maximum of three times (including past cases) for a particular event. Thereafter they shall not be eligible for the subsidy.
- 2) MAI subsidy will henceforth be provided to a member/company for a maximum of two MAI events in a financial year.

Disclaimer

1. The participation is on FIRST-CUM-FIRST SERVED (FCFS) till all booths are sold.
2. All participants who have paid the full participation fee in time would be considered for allotment of booths through draw of lot.
3. No change in the booths, once allotted would be entertained under any circumstances.
4. The decision of SG-AEPC/Chairman-EP (AEPC) would be final and binding in case of any dispute.
5. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by AEPC. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security, deposit and cancellation of grant etc., paid to AEPC and debarring the participation from the future participation in AEPC's events.
6. AEPC will not be responsible for the turnout of buyers/buying agents for any Exhibition/fair/show/BSM etc. AEPC will have no liability whatsoever for any kind of refund or payment in this regard.
7. MAI Assistance shall be permissible to regular employee/director/ partner/proprietor of the company. Assistance would not be available to exporter of foreign nationality or holding foreign passport.
8. The representative would come back to India after the Event/Fair is over and would submit the proof of his/her departure/arrival, wherever necessary.
9. 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.
10. Participants will be required to furnish complete information on orders booked, enquiries generated etc., in the form of Feedback form after the fair which is required by the Ministry as you are entitled for the grant/subsidy.

In case of default of any payment due from the participants, AEPC reserves the right to debar them from participation in AEPC's International fairs and bring to the notice of appropriate authority.

As you are aware the event has been subsidized under MAI grant of the Ministry of Commerce, Government of India. You are requested to kindly fill up the details given in application form and send it to us as the information is desired by the Ministry of Commerce.

DECLARATION

We have studied the disclaimer for participation carefully and agree to abide by the same.

Date & Place :

Signature of Authorized Signatory_____

Name & Designation_____

Company Seal_____
