

# APPLICATION FILE

(CONFIDENTIAL)



FILE TO BE RETURNED TILL  
11<sup>th</sup> OF MAY 2018 TO:  
Mrs Olena KOKOSH  
o.kokosh@premierevision.com

SEPT. 19-21 | 2018

ALL INFORMATION AS WELL AS FORWARDED DOCUMENTS  
WILL OBVIOUSLY REMAIN STRICTLY CONFIDENTIAL.

You expressed the wish to exhibit in PREMIERE VISION MANUFACTURING. In order to know you well and to present your application to the Selection Committee, we thank you to fill in (all grey fields) and return the following file as soon as possible by e-mail.

### CRITERIA OF SELECTION

The decision of the Committee is given on the basis of marks for several criteria:

- collection (creativity, technical know-how, performance)
- financial structure
- distribution and commercial policy
- tool production
- ethical criteria

Each criteria has a coefficient, the final marks must be the average of the global result.

### DOCUMENTS TO ENCLOSE WITH YOUR APPLICATION

- ▶ A documentation on your products (catalogues, pictures...) + 15 samples
- ▶ A copy of your latest balance sheet and a statement of profit and loss\*

Information supplied will be treated as strictly confidential. We need this information to select our exhibitors

Première vision send back your samples at your own expense.

- Yes, i need my samples back. *If yes, please, enter your tracking number: \_\_\_\_\_*
- No, i do not need my samples back.

## LEGAL STRUCTURE

Company name: .....

Activity:  Manufacturers  Supplies  
 Pattern design  Weaver

Address: .....

ZIP code: .....

City: ..... Country: .....

Phone N°: ..... Fax: .....

E-mail: .....

Web site: .....

Founding date: .....

Number of employees: .....

Turnover 2017 (in €): .....

VAT number: .....

Owner of the company:  Mrs  Mr Name: .....

Form filled in by  Mrs  Mr Name: .....

Function: .....

Email: ..... Direct phone: .....

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### Corporate affiliation (to be specified if the company is a subsidiary of a group)

Name of the group: .....

Activity of the group: .....

Number of employees: ..... Turnover 2017: .....

### Affiliated companies of the company or of the group (to be specified)

Name of affiliated	Location (City - Country)	Activity	% of shares held	Number of employees	Turnover 2017 (in €)

### Interest in other companies of the company or of the group (to be precised)

Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2017 (in €)

## HISTORY

Please summarize the major stages of development in your firm since its creation.

## FINANCIAL INFORMATION

Thank you to precise the figures of the company-garment manufacturing only.

Please don't change the format of the sheet. Write the financial data without commas.

Year	Global turnover (in €)	Net Profit (in €)	Number of employees	Annual production in pieces	Annual production capacity (in pieces)	Middle price per piece Calculated automatically, do not write yourself
2015						€/pcs
2016						€/pcs
2017						€/pcs
				Production <input type="text"/> pcs	<input type="text"/> %	

## ORGANISATION OF THE PRODUCTION

Your activity	Manufactured in the house in %	Subcontracted in %	Name of subcontractors	Location (city + country)
Sampling				
Cutting				
Sewing / Assembly				
Washing / Bleaching				
Printing /Embroidering				
Control / Packaging				

## PRODUCTION TOOLING

Department / Machinery	Model of machine	Quantity	Year bought

**Trading: % of your total turnover (Finished products bought in and resold as purchased)**

Suppliers	Country	Manufactured items

**Main fabrics suppliers - Main tanners suppliers % Fabrics purchased in Europe: .....%**

Company name	Country

## SALES STRATEGY

Global turnover in 2017 in €  €

What is your **EXPORT TURNOVER** for 2017 ?  €

EXPORT TURNOVER%  €

### Breakdown of your turnover according to countries

Continent	Countries	%	Continent	Countries	%	Continent	Countries	%
European union	Austria		N. America	USA		Middle East (specify countries)		
	Belgium			Canada				
	Bulgaria		S. America	Argentina				
	Czech Republic			Bolivia				
	Denmark			Chile				
	Finland			Brazil				
	France			Colombia				
	Germany			Ecuador		S.Africa (specify countries)		
	Greece			Paraguay				
	Hungary			Peru				
	Ireland			Uruguay				
	Italy			Venezuela				
	Luxembourg		Mexico					
	Netherlands		Asia - Australia	Australia		Other (specify countries)		
	Poland			China				
	Portugal			Hong Kong				
	Roumania			India				
	Slovakia			Indonesia				
	Spain			Japan				
	Sweden			Korea				
United kingdom		Malaysia						
Europe (outside EU)	Norway			Philippines				
	Russia			Singapore				
	Switzerland		Taiwan					
	Turkey							
						<b>TOTAL (must be 100%)</b>		

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**Current customers**

(Please specify where the names indicated are the names of the customers invoiced or where they are the final customers but not invoiced directly)

	<b>Name of principal clients</b>	<b>Country</b>	<b>% Turnover</b>
Department stores			
Chainstores			
Buying offices			
Supermarkets			
Mail order			
Luxury/Up Market			
Own label retailer			
Wholesalers			
Retailers			

TOTAL MUST BE 100%

**Your competitors**

<b>Name of domestic competitors</b>	<b>Name of international competitors</b>

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## SALES STRATEGY- AGENTS

**Office / Agency or Head Office :**

Yes     No

If Yes :

Address : .....

City : ..... Country : .....

Phone: ..... Fax : .....

E-Mail : .....



## COLLECTIONS

**Your know how / your specialty** (skirt, dress, suit, shirt, etc.)

### Your actual markets

<input type="text"/> % Womenswear	<input type="text"/> % Others
<input type="text"/> % Menswear	<input type="checkbox"/> Protective clothing
<input type="text"/> % Junior	<input type="checkbox"/> Senic clothing
<input type="text"/> % Childrenswear	<input type="checkbox"/> Leather shoes
<input type="text"/> % Lingerie-Beachwear	<input type="checkbox"/> Leather accessories
<input type="text"/> % Fashion accessories	<input type="checkbox"/> Uniforms
<input type="text"/> % Homewear	<input type="checkbox"/> Workwear

Total must be 100%

### Category - Production group

CATEGORY	PRODUCT GROUP
<input type="checkbox"/> SUITWEAR	<input type="checkbox"/> Suit
	<input type="checkbox"/> Coat
<input type="checkbox"/> TEE'S & CO	<input type="checkbox"/> T-shirts
	<input type="checkbox"/> Sweat-shirts
	<input type="checkbox"/> Polo-shirts
<input type="checkbox"/> SPECIAL SKILLS	<input type="checkbox"/> Lingerie
	<input type="checkbox"/> Swimwear
	<input type="checkbox"/> Baby/Kids
	<input type="checkbox"/> Accessories

CATEGORY	PRODUCT GROUP
<input type="checkbox"/> SOFTWARE	<input type="checkbox"/> Eveningwear
	<input type="checkbox"/> Cocktail wear
	<input type="checkbox"/> Citywear
	<input type="checkbox"/> Casualwear
<input type="checkbox"/> SHIRTS UP	<input type="checkbox"/> Shirts
<input type="checkbox"/> BAG & SHOE	<input type="checkbox"/> Bags
	<input type="checkbox"/> Shoes
<input type="checkbox"/> UPPER JEANSWEAR	<input type="checkbox"/> Jeanswear

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**The price range - Please indicate the price range of your 3 main products**

Products (ex : trousers ; shirt...)	The price range (€) CM / CMT / OEM	The price range (€) for full package

Minimum order (nbr of piece):.....

Lead time (in weeks):.....

**Minimum quantity delivered per design and delivery time**

**Stock service** (Specify quality and quantity of in stock)

## COMPANY STRATEGY

### Participation in international trade shows (country + dates)

### Membership in professional organizations

<b>Does your enterprise hold any internationally recognized quality or safety certification?</b>	<input type="checkbox"/> SA 14001 <input type="checkbox"/> SA 8000 <input type="checkbox"/> ISO 26000 <input type="checkbox"/> ISO 13000 <input type="checkbox"/> ISO 9001 <input type="checkbox"/> BSCI <input type="checkbox"/> REACH <input type="checkbox"/> GSP <input type="checkbox"/> SMETA <input type="checkbox"/> WARP Other, please specify:.....
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## PREMIÈRE VISION MANUFACTURING BOOTH

Basic cost for a booth fully equipped as well as all exhibition services:  
463€ /sqm VAT Excl.)

Surface in accordance with request from a minimum of 12 sqm per booth.

### Which surface would you like ?

- 12 sqm     24 sqm     36 sqm     54 sqm  
 18 sqm     27 sqm     48 sqm

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## **LABEL FOR SENDING SAMPLES**

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Label to cut and stick on the parcel with your selection of samples.

COMITÉ DE  
SÉLECTION

PREMIERE VISION MANUFACTURING  
MAISON DE LA MUTUALITÉ  
28 RUE DE PONTOISE  
75005 PARIS  
FRANCE

PREMIEREVISION  
**MANUFACTURING**

## CRITERIA AND SELECTION PROCESS OF EXHIBITORS

### Selection criteria

PREMIERE VISION MANUFACTURING is a selective trade show. Access is reserved to manufacturers, subcontractors and garment-makers from the Euromed Zone, enlarged to include Madagascar and Mauritius, working on outsourcing in the mid to top-end apparel, household textiles and fashion accessories sectors, whose applications are accepted by the Selection Committee, which works to ensure that the show's overall product range is constantly enriched.

Fulfilling one or several of the criteria outlined below does not guarantee the acceptance of an application. Company applications are required to mention and fully comply with each point stipulated.

The following criteria are taken into account during the selection process:

### QUALITY AND CREATIVITY

PREMIERE VISION MANUFACTURING favours companies that offer direct and full control of their production facilities.

### SERVICE QUALITY

Companies selected are required to offer services relevant to a complex, targeted and international demand: short turnaround times, low minimum orders, special developments. While these criteria may be given positive consideration in the selection process, they do not suffice for the acceptance of an application.

### CAPACITY TO RESPOND TO INTERNATIONAL DEMAND

Irrespective of their country of origin, companies must be capable of providing a satisfactory response to the worldwide demand for sampling and production expressed at the show.

### QUALITY OF SERVICE

The selected company must provide such services as are pertinent to a complex, targeted and international market. Criteria such as short deadlines, reduced order minimums and special developments will be considered positively in the selection process, without being sufficient for a file to be accepted.

### COMMERCIAL REPUTATION

Applicant companies shall not be involved in known litigation with the reputable exhibitors and/or buyers at PREMIERE VISION MANUFACTURING, in particular in the domain of counterfeiting. Applications should, on the contrary, be supported by a portfolio of customers and suppliers which also enjoy an impeccable reputation on an international scale.

### EXPERIENCE AND FINANCIAL STABILITY

Applicant companies shall demonstrate legal and operational experience of at least two years. Companies' capacities to fulfil short-term requirements will be evaluated, as well as their ability

to maintain and develop their business and turnover in the mid-term. Accounting and legal documents must be supplied to the Committee.

### COMPLIANCE WITH ETHICAL CRITERIA

Companies that fail to comply with the social and environmental criteria commonly accepted by major international authorities (ILO, EU, etc.) shall not be selected.

### SELECTION PROCESS AND PARTICIPATION CONDITIONS:

• .....  
All exhibitors at PREMIERE VISION MANUFACTURING are subject to a compulsory selection process carried out by the Selection Committee. The takeover of an exhibitor company does not guarantee the selection of any of the buyer's additional business activities which have not yet been selected.

• .....  
Only those applications which PREMIERE VISION MANUFACTURING has judged as suitable shall be presented to the Selection Committee: duly completed applications, complying with the current selection criteria, accompanied by the appropriate supporting documents (brochures, balance sheet, etc.)

• .....  
Should changes in an exhibitor's business, financial situation and/or commercial practices mean that they no longer comply with the show's selection criteria, they may not be invited to participate in subsequent editions.

• .....  
Any change in activity, product range, financial structure or commercial practice may call into question the company's show participation. Admission and participation at the show only apply to the conditions in which the company was admitted.

• .....  
Applications rejected by the Selection Committee may be renewed for the subsequent session, provided that new elements are supplied.