

# MANUFACTURING APPLICATION FILE

(CONFIDENTIAL)



7, 8, 9 FEBRUARY 2023

FILE TO BE RETURNED  
BY EMAIL  
[application@premierevision.com](mailto:application@premierevision.com)

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

## SELECTION COMMITTEE

Your candidacy will be presented to the Independent Selection Committee composed of exhibitors from the show and buyers who have been selected for their product qualifications as well as their capacity to evaluate impartially the applications.

Each application is being analysed in detail by our committee members, in regards with the product offer already existing within each sector of the Show.

*cf. selection criteria in the last page of this application file*

## DOCUMENTS TO BE RETURNED

- **Application file** – *Compulsory*
- **Balance sheets and income statements** of the past 2 years - *Compulsory*
- **Certifications copies** - *Compulsory*
- **Presentation of your company**, press articles, partnerships with a renowned brand/designer, catalogues, pictures...
- Customers' **recommendation letters**

## SAMPLES TO BE SENT

- **Minimum 15 pieces for garment and knitwear**
- **10 pieces for leather goods, shoes and garments**
- Price to be mentioned on each sample
- They must be the most representative of your know-how.
- We will return your samples after the committee at your own expense.  
Please complete the information p.18 to enable us to contact your official carrier.

**Any incomplete file will not be presented to the selection committee.**

*This file is editable on your computer, please do not change its format.  
The handwriting files are not taken into consideration.  
The program used to optimize this file is acrobat Pro DC 21.*

## LEGAL STRUCTURE

**COMPANY NAME:** .....

- Activity:  Cut / Make / Trim garment  Leather goods  Manufacturer  
 Full Package garment  Footwear  Brand owner  
 Flat knitting  Leather garments  Vertically integrated  
 Technical components for shoes  Trading

Describe in a short sentence your know-how:  
.....

Address: .....

ZIP code: .....

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

Phone N°: .....

E-mail : .....

Web site : .....

Founding date: .....

Total number of employees: .....

Turnover 2021 (in €): .....

VAT number: .....

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

E-mail: ..... Mobile: .....

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

E-mail: ..... Function: .....

Mobile: ..... Direct phone: .....

**Corporate affiliation** (to be precised if the company is a subsidiary of a group)

Name of the group: .....

Activities of the group: .....

Number of employees: ..... Turnover 2021 (in €): .....

Number of companies in the group: .....

**Affiliated companies (to be precised)**

Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2021 (in €)

**Interest in other companies (to be precised)**

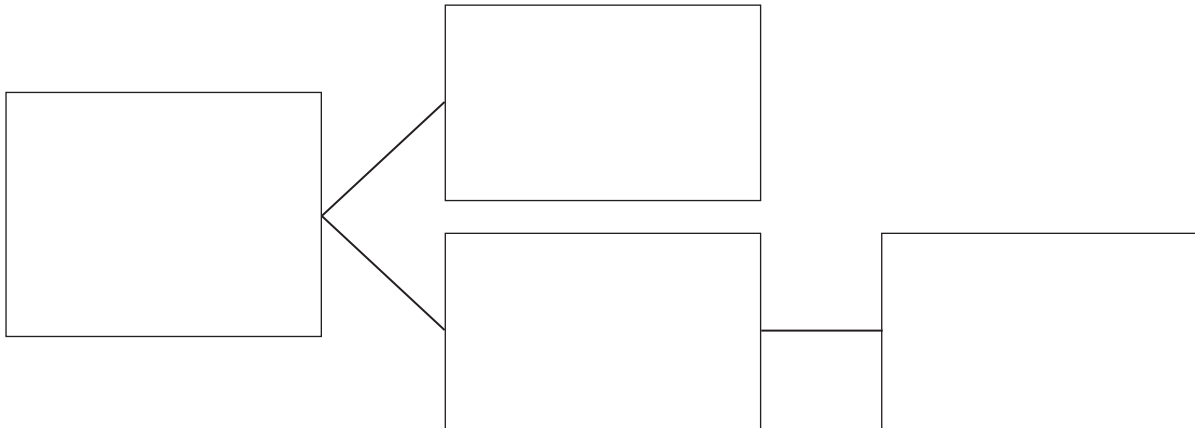
Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2021 (in €)

## HISTORY

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

## ORGANIZATION CHART

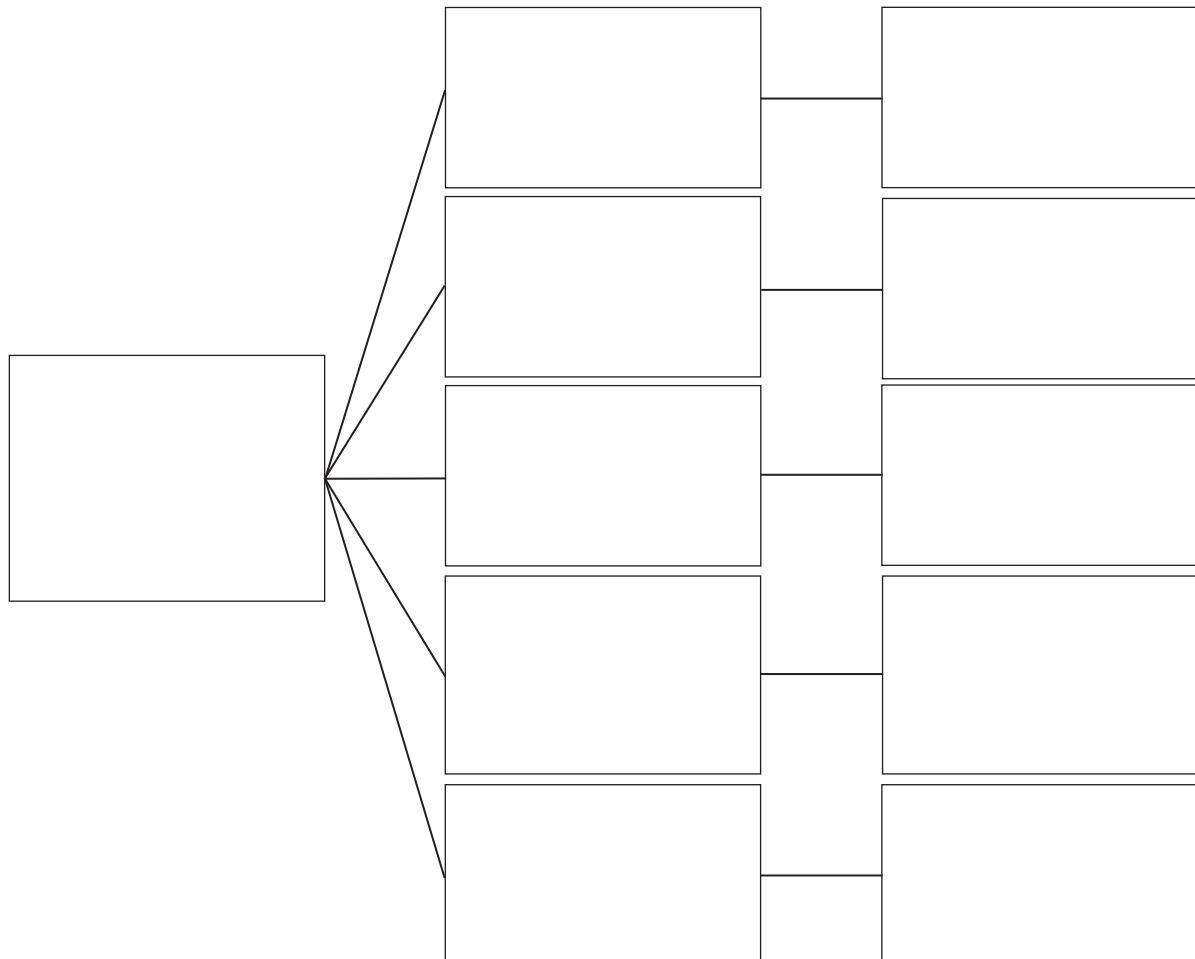
Please provide a detailed organization chart of the group with its subsidiaries if applicable



Please provide a detailed internal organization chart of the company:

Number of people per department: Production, Sale, Marketing, Design, Quality, etc.

**The total number of people must be consistent with the total number of employees mentioned p.2**



## FINANCIAL INFORMATION

Precise only the figures of the company applying (not the group).

**Write the financial data without commas, dots and spaces.**

Year	Global turnover (in €)	Net Profit (in €)	Number of employees	Annual production in pieces	Annual production capacity (in pieces)	Average price per piece Calculated automatically, do not write yourself
2019						€/pcs
2020						€/pcs
2021						€/pcs
				Production <input type="text"/> pcs	<input type="text"/> %	

**A copy of your latest balance sheet and statement of profit and loss is required with your application.**

## PRODUCTION

 Complete only the production stages of the product category you are manufacturing and applying for  
(1 out of the 3 next pages)

### IF YOU PRODUCE CUT & SEW GARMENTS

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

**IF YOU PRODUCE FLAT KNITS**

Your activity	Manufactured in house in %	Subcontracted in %	Name of subcontractors	Location (City + Country)
Designing				
Spinning				
Flat knitting				
Linking				
Dyeing				
Cutting & Sewing				
Finishing				
Control / Packaging				

Production of flatbed knitting only	% Annual turnover 2021	% Annual production 2021
Summer collection		
Winter collection		
Midseason collection		

**The yarns and fibers you mainly use in your collection:**

**Animal fibers:**

- Cashmere
- Silk
- Wool
- Other: .....

**Natural fibers:**

- Cotton
- Linen
- Organic
- Recycled
- Other: .....

**Synthetic fibers:**

- Acrylic
- Polyamide
- Polyester
- Recycled
- Other: .....

**Artificial fibers / cellulose:**

- Viscose
- Other: .....

**Yarns:**

- Carded
- Compact
- Dry spun / wet spun linen
- Fancy
- Open end
- Worsted

**Characteristics of your knits:**

**Knit gauge:**

- Very fine gauge (16-18)
- Fine gauge (12-14)
- Medium gauge (7-10)
- Heavy gauge (3-5)
- Multi gauge

**Finishing:**

- Cables
- Inlay/beaded
- Inlay/weft
- Intarsia
- Jacquard/single
- Jacquard/double
- Openwork

**Fancy knit:**

- Embroidery
- Piece-dyed
- Print

**IF YOU PRODUCE LEATHER GARMENT, SHOES OR LEATHER GOODS**

**PRODUCTION IN YOUR FACTORIES**

Indicate the % of in-house production:  %

Products manufactured	Nb. of employees	Country / City	% of your business

**SUB-CONTRACTED PRODUCTION**

Indicate the % of sub-contracted production:  %

Sub-contracted activity	Name of subcontractor	Country / City	% subcontracting

**TRADING**

Indicate the turnover % of finished products bought in and resold as purchased:  %

Suppliers	Country	Manufactured items



## PRODUCTION TOOLS

Department	Model of machine	Quantity	Year of Purchase

## MAIN MATERIAL SUPPLIERS

Fibers, yarns, fabrics, trims, leather, technical components...

purchased in Europe: % in Other countries: %

Supplier name	Purchased product	Country

## FASHION ECO RESPONSIBILITY STRATEGY

% of your products made out with certified and/or sustainable materials:  %

You can explain more in depth this information in the next question

**Please detail any responsible and / or sustainable initiative within your company and / or group**

(social and education programs, energy, water and waste management, sustainable materials used, zero waste production, etc.)

## SOCIAL AND HUMAN RESOURCES MANAGEMENT

Do you work under specific:

	Yes	No	Specify
Ethical national laws			
National social laws that guarantee good living standards and decent work conditions			

Do you have in-house specific:

	Yes	No	Specify
Ethical rules			
Social policies or initiatives that help your employees work in the best conditions			

**ENVIRONMENTAL VALUES & TRANSFORMATION PROCESS**

Do you have any specific policy / initiative(s) about:

	Yes	No	Specify
Energy efficiency			
Water Management			
Waste Management			
Traceability			
Chemical Management & Responsible Finishing			
CO2 Management			

**SUSTAINABLE PRODUCTS**

Do you have in your collection RAW MATERIALS that are:

	Yes	No	Specify
Recycled			
Regenerated			
Organic			

Do you have in your collection ALTERNATIVE MATERIALS such as:

	Yes	No	Specify
Bio-based polymers			
New Yarns from optimized resources			

**CERTIFICATIONS, ACCREDITATIONS, LABELS**

Please send us a copy of your certifications

**COMPANY:**

- WRAP
- Sedex SMETA
- Amfori BSCI
- SA 8000
- The Fairtrade Mark/  
Max Havelaar
- WFTO
- Fair Wear Foundation
- OHSAS 18001
- ISO 26000
- ISO 14001
- EMAS
- ISO 50001
- ISO 9001
- EPV
- Origine France  
Garantie
- France Terre Textile

**LEATHER SPECIFIC  
PROCESSES:**

- LWG
- IVN Naturleder
- CSCB
- ICEC ECOPELLE/  
ECOLEATHER  
UNI 11427
- ICEC – Certification  
of companies'  
sustainability
- OEKO-TEX  
LEATHER STANDARD

**PRODUCTS:**

- RWS
- Authentico
- European Flax
- Masters of Linen
- GOTS
- OCS 100
- OCS blended
- BCI
- IVN NATURTEXTIL  
certified BEST
- GRS
- RCS 100
- RCS blended
- FSC
- PEFC
- Canopy Style
- USDA Biopreferred/  
Certified Biobased Product
- BPI Compostable

**PROCESSES:**

- DETOX
- REACH
- BLUESIGN
- ZDHC
- CRADLE TO CRADLE
- HIGG INDEX
- EPD
- EU ECOLABEL
- OEKO-TEX  
STANDARD 100
- OEKO-TEX STEP
- OEKO-TEX  
MADE IN GREEN



## SALES STRATEGY

Write the data without commas, dots and space.

Global turnover in 2021 in €  €

EXPORT TURNOVER for 2021  €

EXPORT  %

### Breakdown of your turnover per country

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				
	Greece			Paraguay				
	Hungary		Peru		Africa (specify countries)			
	Ireland		Uruguay					
	Italy		Venezuela					
	Luxembourg		Mexico					
	Netherlands							
	Poland		Asia - Australia	Australia		Other (specify countries)		
	Portugal			China				
	Romania			Hong Kong				
Slovakia		India						
Spain		Indonesia						
Sweden		Japan						
		Korea						
		Malaysia						
		Philippines						
		Singapore						
		Taiwan						
Europe (outside EU)	Norway							
	Russia							
	Switzerland							
	United kingdom							
	Turkey							
						<b>TOTAL (must be 100%)</b>		

### YOUR AGENTS

Country represented	Details (Name, address, tel, email...)

**YOUR CURRENT CUSTOMERS**

List some of your final customers and add «not directly invoiced» next to the customer name whenever applicable

Final customers names		Countries	% Turnover*
Department stores			
Chainstores			
Buying offices			
Supermarkets			
Mail order			
Luxury/Up Market			
Own label retailer			
Wholesalers			
Retailers			

\* the % of turnover generated by each market range

TOTAL MUST BE 100%

**YOUR COMPETITORS**

List at least three competitors per category (exhibiting or not at Première Vision)

Name of domestic competitors	Name of international competitors

## COLLECTIONS

### YOUR KNOW HOW / YOUR SPECIALTY

(skirt, dress, suit, shirt, sweater, leather goods, footwear, leather garments, technical components, etc.)

Describe in detail your know-how : for example, material, products features, recent innovations, special finishings or any specificity which can highlight your activity

### YOUR DESIGN DEPARTMENT AND YOUR COLLECTIONS

Please describe your R&D capabilities and process. How many designers do you have? How do they create new designs? Are the new designs based on customers' request only, or suggested to customers? How many designs do you create each season / year? How many permanent designs do you have? What trend setters/organisations/magazines do you follow? What are your inspirations

### YOUR ACTUAL MARKETS

#### MARKETS

- Womenswear  %
- Menswear  %
- Junior  %
- Baby & Kids  %
- Other:  %

TOTAL MUST BE 100%

 %

#### RANGE

- Mass Market  %
- Moderate  %
- Mid-range  %
- Premium  %
- Luxury  %
- Haute Couture  %
- Other:  %

TOTAL MUST BE 100%  %

#### CUT & SEW PRODUCTS

- Suit  %
- Coat  %
- T-Shirts  %
- Sweat-shirts  %
- Polo-shirts  %
- Shirts  %
- Jeanswear  %
- Sportswear  %
- Lingerie  %
- Swimwear  %
- Baby / Kids  %
- Accessories  %
- Dresses  %
- Citywear  %
- Casualwear  %
- Other:  %

TOTAL MUST BE 100%  %

#### LEATHER PRODUCTS

- Leather goods  %
- Small leather goods  %
- Footwear  %
- Leather garments  %
- Gloves  %
- Others:  %

TOTAL MUST BE 100%  %

#### KNITWEAR PRODUCTS

- Cardigan  %
- Coat  %
- Dress  %
- Jumper  %
- Shawls/Scarves  %
- Sweaters  %
- Tops  %
- Citywear  %
- Casualwear  %
- Other:  %

TOTAL MUST BE 100%  %

**PRODUCTION ORDER**

Please specify the minima and the delivery time average that are required for any production order and the price range for each product type.

Products (ex : trousers ; shirt...)	Production type	Price range (€)	Minimum Order Quantity	Lead time (in days)

**STOCK SERVICE**

Precise quality and quantity of fabrics in stock

**COMPANY STRATEGY**

Participation in international trade shows (country + dates)

Membership in professional organizations



## PREMIÈRE VISION PRICE PACKAGE

If your application is approved, you wish to attend to the:

**HYBRID SHOW** (physical & digital show)

**Booth price :**

**Cut & Sew / Knitwear : 485€ / sqm excl. VAT**

**Leather : 465€ / sqm excl. VAT**

Registration fees : 550€ excl. VAT\*\*

*\*\* Mandatory with the reservation of a stand at Première Vision Paris.*

Including:

- fully equipped booth
- all exhibition services
- Première Vision Marketplace during 6 months
- Digital selection & trend forum

**Which surface would you like ?**

12 sqm

24 sqm

48 sqm

18 sqm

36 sqm

54 sqm

**DIGITAL SHOW ONLY**

**Fee: 1000€ excl. VAT**

Including:

- Première Vision Marketplace during 6 months
- Digital selection & trend forum

**Which edition would you like to join:**

February only

July only

Both

**SECTOR**

Première Vision Manufacturing exhibitors are placed based on their main product category.

Please select your sector based on your main products.

Première Vision reserves the right to change your sector based on the samples received for the Selection Committee.

SECTOR	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
	<input type="checkbox"/> Sportswear

SECTOR	PRODUCT GROUP
<input type="checkbox"/> SOFTWAREAR	<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"/> UPPER JEANSWEAR	<input type="checkbox"/> Jeanswear
<input type="checkbox"/> KNITWEAR	
	<input type="checkbox"/> Leathergoods
<input type="checkbox"/> LEATHER	<input type="checkbox"/> Shoes
	<input type="checkbox"/> Garment

Do you have an interest in other PV International exhibitions?

- Première Vision New York                       Première Vision Shenzhen  
 Première Vision Sport - Portland                       Denim Première Vision (specific Committee)

NB: if your application is approved, you are entitled to exhibit to Première Vision Paris, Première Vision New York, Première Vision Shenzhen and Première Vision Sport.

## SAMPLES PREMIÈRE VISION MANUFACTURING

Dear Candidate,

Your samples can be returned after the committee upon request and at your own expense.  
Please complete the below information if you wish your products to be returned

Company name: .....

Address: .....

ZIP code: .....

Town: ..... Country: .....

Phone N°: .....

Name : .....

First Name: .....

- I wish to get back my samples by Express mail via my official carrier  
(Indicate the name of your carrier and your customer's number so that we will plan a removal at your expenses.)

Carrier Name (DHL, Fedex, Ups, coursier.....): .....

Tel or email or web : .....

Your Customer N°: .....

- I don't want to have my samples back.

DATE :

SIGNATURE :



## SELECTION CRITERIA

All the Première Vision Paris exhibitors must match quality, creativity, technical know-how, performance and reputation criteria studied by a Selection Committee, which validates new exhibitors on its own.

This requirement guarantees the exceptional offer we provide to international buyers, and it participates in our success and renown towards textile and fashion professionals.

### Selection criteria

Première Vision Paris is a selective show. Access to the show is restricted to companies who create, produce and sell products destined for the apparel market, leather goods, shoes, jewelry, accessories, companies whose files have been accepted by one of our Selection Committees, who are there to ensure the constant enrichment of the show's overall offer. Meeting one or several of the criteria mentioned below is not sufficient for a file to be accepted. Applicants must refer to and provide information pertaining to each criteria in their applications.

**The following criteria are taken into account in the selection process:**

#### QUALITY AND CREATIVITY

Applicants must help strengthen the pertinence of the salon's offer for each market segment represented in the show.

#### CONTINUAL DEVELOPMENT OF ORIGINAL COLLECTIONS

Selection is made individually for each clearly identified product line. A company with several collections within the same corporate body must detail in its application file all product lines it intends to present at the show. The applicant may be refused the right to present one or several collections at the show if these collections do not meet the necessary criteria.

To be selected each product line must be the result of a recurrent creative process that is unique to the company, and which results in a significant seasonal updating of the articles proposed. Each collection presented must be characterized by its coherence and an identifiable fashion/market orientation.

The technological and industrial innovation, which can lead to patents, participate at the development of original products.

#### PRODUCTION EQUIPMENT

Première Vision Paris favours collections benefiting from directly controlled production equipment.

#### 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.

#### ABILITY TO RESPOND TO INTERNATIONAL DEMAND

Whatever its country of origin, the company must be satisfactorily capable of addressing the global demand for samples and production as expressed at the show.

#### COMMERCIAL REPUTATION

The applicant companies shall not be involved in known litigation with the reputable exhibitors and/or buyers at Première Vision Paris, in particular in the field of counterfeiting. On the contrary, it must be supported by a portfolio of clients and suppliers, who themselves enjoy top international reputations.

#### FINANCIAL SENIORITY AND SOLIDITY

Applicants must demonstrate a legal and operational existence of at least two years. Appreciation will be given to the capacity of the candidate to satisfy its short-term deadlines, to maintain and develop its activity in the mid-term. Accounting and legal documents must be submitted to the Committee.

#### RESPECT OF ETHICAL CRITERIA

Companies that do not respect the social and environmental criteria commonly agreed upon by the major decision-making bodies (the ILO, the EU, etc.) cannot be selected.

### Selection process and participation conditions

All exhibitors at Première Vision Paris must first be selected by one of the Selection Committees, and the take-over of an exhibiting brand or company does not equal selection of the buyer for any other product lines or activities that have not been previously selected.

Application files are delivered by the Application Service on the basis of an informed initial enquiry, and only files deemed acceptable by the Application Service shall be presented to the Selection Committee: complete files, answering to the current selection criteria, followed by the necessary elements (collections, presentation of collections, balance sheet, annual statement, etc.)

Selection of applicants is made for the Paris edition of Première Vision.

An exhibitor whose evolution of collections, business activity, financial situation and/or commercial practices put it outside of the salon's selection criteria may no longer be invited to participate in following editions.

All change related to business activity, product offer, financial structure or commercial practice brings a company's participation in the show into question. Admission and participation in the show are valid only for the conditions under which the company was admitted.

An application rejected by the Selection Committee cannot be renewed before two editions.

An application rejected three consecutive times by the Selection Committee cannot be renewed before 2 years; if rejected again it will be renewed after another 2 years.

## LABEL FOR SENDING SAMPLES

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

✂

COMITÉ  
DE SÉLECTION

**MAISON DE LA MUTUALITÉ  
PREMIÈRE VISION**  
*CANDIDATS PV - 7<sup>th</sup> Floor*  
*To: Yvan DACQUAY*  
28 rue de Pontoise  
75005 Paris - FRANCE

SERVICE CANDIDATS  
**MANUFACTURING**