



FIND AGENCIES PRIVATE LIMITED

*The home décor and Lifestyle
Division of*



FRANCIS WACZIARG GROUP

Our Mission ...

“To open the doors of modern, multi-cultural and flexible India to the western world “

Our Vision ...

Be partners and help every discerning customer to get enriched by the vast number of product categories available in India, its artisanal expertise and modern know-how, its vibrance of colours, its multiplicity of materials, its immense creativity, the forever flexible and perfectionist attitude towards business ...



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Who are we ?

Find Agencies Private Limited is a Buying Agency based in India. Part of the Francis Wacziarg Group of companies, we are a sourcing office exclusively for home decoration and Lifestyle products which includes soft furnishings (made-ups, fabrics & floor coverings), handicrafts, promotional gifts, furniture and leather garments, footwear and fashion accessories. We have the advantage of an all India existence, with our branch offices in all major production locations in India.

Our long experience and an established supplier base, helps our customers to know India better, buy the best product at the best price, with the best suppliers. Our clients include well known international brands, hypermarkets and supermarkets, speciality retailers, international designers, department stores, mail order companies and importers all over Europe.

We build the bridge and are the local office of our customers in India. We protect our client's interests and generate business via our all round services. We offer the activities of sourcing, product development, order placement, production follow up, quality control and logistic monitoring till the goods reach the client's warehouse.

We, as a matter of policy, aim for protection of human rights, adherence to factory safety standards, protection of our environment, and have zero tolerance for child labour. We assist our wide network of suppliers to adopt the same policies.

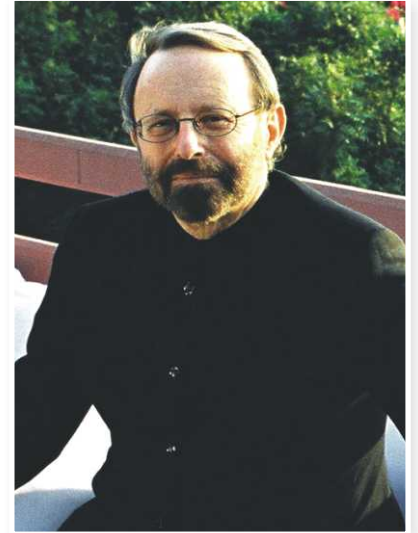


FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Our Back Ground

Alumunus of the Ecole Supérieur de Commerce de Paris (ESCP), one of the three leading business schools in France, **Francis Wacziarg** came to India in 1970. Initially, he was the commercial attaché at the French Embassy in Bombay, subsequently he headed the representative office of the Banque National de Paris (BNP) in New Delhi where his role comprised of giving advise to foreign investors seeking Indian partners or to develop projects in India.



With the experience gained in the proceeding years and aware of the market potential of export from India, in 1978 he created the FRANCIS WACZIARG BUYING OFFICE, with 3 employees.

Very rapidly, the buying agency saw tremendous growth and set up branch offices in key production locations of India to be able to cater to the regional manufacturing specialities.

The first few years gave the desired impetus to the agency and very soon the need was felt to create separate profit centers by bifurcating the product lines.

And thus **FIND AGENCIES PRIVATE LIMITED** was born in 1989 as the Home Décor and Lifestyle Division of the Francis Wacziarg Group. FIND actually stands for synergy between **France** and **India** created with the intent of getting the two cultures and countries closer. Now, its scope has spread all across the globe.

Since, its creation FIND AGENCIES PRIVATE LIMITED has been successfully servicing a number of its customers. It has a registered supplier base of over a 100 vendors covering the fields of home textiles, decoration articles, furniture, leather goods, shoes, garments and accessories. This experience and expertise gives our clients access to a comprehensive range of products from a trustworthy network of suppliers who are professional.



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Quality Policy

- Taking responsibility, acting professionally and delivering satisfaction to our customers always.
- Forming a winwin relationship with our clients, vendors and associates
- Meeting our customer needs on time and every time with appropriate infrastructure and reactivity.
- Practicing an honest, transparent, and competent relationship with our customer, supplier and employee.
- Building supplier chain integration based on mutual trust, co-operation and co-existence.
- Assisting the suppliers to upgrade their sourcing, production capacity, infrastructure and collections.
- Instituting Quality Management System for effective and complaint free business environment.
- Effective utilization of our multi-location presence by adopting the latest technology and to render a flexible and a proactive service.
- Empowering employees to take initiatives and control in their work areas, sharpening their skills, and granting them the required exposure in order to create a confident team.
- Adhering to Social, Ethical and Environmental norms of the present times.



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Products we offer

HOME DECORATION AND LIFESTYLE being such a wide terms covers a vast range of products and materials. Very broadly, we classify them under following 3 sub-categories:

I. Home Textiles, Soft Furnishings and Floor Coverings

- Table Linen (table cloths, place mats, runners, napkins, bread baskets, etc)
- Kitchen Linen (aprons, glove, pot holders, kitchen towels, chef caps etc)
- Upholstery products (curtains, valiances, blinds, sofa covers, chair covers, cushion covers, floor cushions, door cushions, futons, sofa throws, fold up mattresses etc)
- Bed Linen (fitted sheets, flat sheets, duvet covers, bolster covers, pillow cases, shams, comforters, bedcovers and quilts)
- Bath linen (shower curtains, bath robes, bath rugs, bath mats, terry towels etc.)
- Floor treatments (tufted carpets, knotted carpets, Persian and Oriental rugs, cotton kilims, cotton rugs, jute rugs, coir mattings and door mats.



II. Handicrafts, Gift Articles and Furniture

- Metalware (vast range of decoration and utility items in brass, silver plated, aluminium, nickel, iron and stainless steel)
- Glassware (vases, candleholders, corner pieces, centre pieces, tea lights, votives etc...)
- Wooden objects (boxes, photo frames, decorative pieces, etc...)
- Stoneware (ceramics, various qualities of marble and stone, blue pottery, terracotta etc...)





FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

- Indoor and Outdoor Furniture (antique, colonial, modern covering materials like wood, steel, aluminum, iron and leather)
- Paper products (handmade, recycled and papier mache) used for desk top, storage and gift articles.



Promotional Gifts (low priced gift articles in wood, metal, glass, stone, paper, fabric etc... is a very popular category)

III - Leather Goods, Shoes, Fashion Accessories and Garments

- Footwear (in leather, synthetic and canvas for men's and ladies casuals, formals, flip flop, sport wears, industrial and safety shoes)
- Leather Fashion Accessories (Bags in leather and canvas, wallets, slings, etc)
- Leather Garments (for men's & women's)
- Leather Goods (desk top accessories, baskets, photo frames, agendas, dustbins, nested boxes, CD racks, coasters, cushion covers, lamp bases, rugs, tiles, etc)
- Leather Furniture (center table, coffee Table, console, poufs, sofas, etc...)
- Dog accessories and saddles



Each of these sub categories/divisions comprise of trained professionals with a wide experience in their respective line of products. They are technically equipped to source, control and to promote their area of specialization.

Our large vendor base of over 100 suppliers covering the above product domains are the best in the industry. They are carefully chosen after a rigorous process of selection which comprises of evaluation of factory its capacity and infrastructure, verification of their design capabilities, their adherence to the social and ethical norms, and their capabilities to propose an aesthetic and commercially viable product respecting the buyer's requirements.

Together, with this professional wealth of suppliers and a trained and committed merchandising team behind them, our customers feel reassured that they cannot go wrong.



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Services we offer

We assist in converting drawing Raw material Aesthetic and Quality Product at affordable price in shortest possible lead time - easy and quick arrival of goods and documents to the final destination.

This chain clearly explains our services:

Sourcing & Product development

- Informing the Customers about the market trends and latest innovations related to Home Decoration and Lifestyle products
- Choosing the right vendor based on their design and commercial abilities.
- Assisting the vendor to interpret the buyer's guidelines/drawings and create the Product closest to the buyer's requirements.
- Preparing the buyer's itinerary based on their past sales, and proposing potential vendors for the future.
- Assisting the clients in making a complete collection following their trend forecasts and negotiating best prices for selected products.
- Despatching requested samples to the buyer with complete specifications.

Production

- Coordinating the placement of orders and validating its details.
- Monitoring production progress and keeping the buyers informed.
- Conducting inspections at various stages to ensure conformity of quality.
- Helping the factory upgrade their existing design and production infrastructure and assist them in solving any production problems.

Logistics

- Ensuring the dispatch of the shipment within the date fixed by the client.
- Monitoring and ensuring that the export documents are as per the buyer's requirements
- Coordinating with the forwarder/shipping lines/airlines for a timely and cost effective shipment..



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Our Customer Base

We at FIND AGENCIES PRIVATE LIMITED are proud to have a wide range of Clients from all categories of import and retail as

- Mail Order houses / Catalogues
- Hyper markets and Supermarkets
- Department Stores
- Textile and Giftware Importers
- International designers
- Brands
- Boutiques

Tailor-made solutions are devised to suit their specific requirements.



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Frequently Asked Questions

Why India ?

Because the future lies here, in the huge possibilities of products and raw materials it has to offer with its wealth of manual know how and modern infrastructure at affordable prices.

Why use a Buying Agent ?

Working directly with suppliers based in Asia, often at a great distance, can be quite time consuming, expensive, and often highly frustrating. A buying agent becomes your local office in the country of manufacturing, and fights for your interest to get the correct sample, obtain the best price, negotiate the shortest lead time, oversee production, ensure quality and monitors your shipment till the end.

A sourcing agent is the eyes and ears of its customer, representing them and assisting them in all their sourcing and buying activities. The agent fights to safeguard its buyer's interests above all and before all.

How is Find Agencies paid ?

We agreed on a pre-agreed percentage of commission calculated on the FOB value of goods. This ensures transparency for the buyer. We prefer receiving the commission directly from our customers as we are their rightful representatives in the country.

How can I trust Find Agencies to do a good job ?

Find Agencies has, over the years built its goodwill and reputation with both buyers and suppliers for its ethics, integrity, transparency and service delivery.

We have a long term relations with our customers - some as long as 20 years. We consider our vendors as our partners in business as their performance is a benchmark for our reputation. Today, Find Agencies and Francis Wacziarg Buying Agent is one of the pioneers in the industry who believe in a Clean, Honest, Ethical and Transparent Business Environment.

How will my business benefit from Find Agencies ?

Working with us will give you an access to dependable and professional manufacturers who will contribute to build your business through sustained savings, and delivering you a worthy product, hassle free at your doorstep.

With us, you can only go forward.....



FIND AGENCIES PRIVATE LIMITED

(the home déco & lifestyle division of Francis Wacziarg Group)

Our multi-locational sourcing network

