

14 – 16 March 2018

National Exhibition and Convention Center (Shanghai), China

Please complete in block letters, sign & return original to:

Messe Frankfurt (HK) Ltd.

35/F China Resources Building, 26 Harbour Road, Wanchai, Hong Kong

Tel: (852) 2802 7728 Fax: (852) 2598 8771 Email: yarnexpo@hongkong.messefrankfurt.com

## APPLICATION FORM

To be completed by the Organiser:

Customer No: \_\_\_\_\_ Space: \_\_\_\_\_ sqm Booth No: \_\_\_\_\_

### 1. Exhibiting company's details (for invoice, catalogue & fascia board usage, please see no. 9 on Specific Terms and Conditions):

Company (English): \_\_\_\_\_

(Chinese, if any): \_\_\_\_\_

(Dr./Mr./Ms./Mrs./Prof.)

Contact person(s): \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Postal code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Fax: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Country code City/Area code Number Country code City/Area code Number

Email: \_\_\_\_\_ Website: \_\_\_\_\_

### 2. Company Details (please tick all that apply)

- Billing company** (for issuing invoice, if different from above)  **Principal company / Overseas headquarter**  
 **Corresponding contact** (for communications about the fair, mailing of show materials, invitation cards etc, if different from above)  
 **Co-exhibitor** (One free catalogue entry is only offered. Do you need to list Part 2 information as co-exhibitor?)  
 Yes, and keep Part 3 to Part 8 the same  Yes, but Part 3 to Part 8 information is different (another form has to be submitted)  
 No

Company Name in English: \_\_\_\_\_

Contact person(s): (Dr./Mr./Ms./Mrs./Prof.) \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Postal code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Fax: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Country code City/Area code Number Country code City/Area code Number

Email: \_\_\_\_\_ Website: \_\_\_\_\_

### 3. Business nature (please tick all that apply):

- 01 Manufacturer  03 Trading Company  05 Others (please specify): \_\_\_\_\_  
 02 Sole agent, wholesaler, agent  04 Trade Association

### 4. Product groups (4.1 through 4.10 MUST add up to 100%, the one with the greatest percentage will be shown on the fascia board and the Organiser reserves the rights to choose the appropriate one according to actual hall planning):

#### Fibres

#### 4.1 Natural fibres

\_\_\_\_ % Cotton

\_\_\_\_ % Wool

\_\_\_\_ % Silk

\_\_\_\_ % Flax/ Ramie

\_\_\_\_ % Others, please specify \_\_\_\_\_

#### 4.2 Man-made fibres

\_\_\_\_ % Regenerated

\_\_\_\_ % Synthetic

#### 4.3 \_\_\_\_ % Specialty fibres

4.4 \_\_\_\_ % Others, please specify \_\_\_\_\_

**Yarns**

4.5 Natural & blends yarns

- \_\_\_\_% Cotton
- \_\_\_\_% Wool
- \_\_\_\_% Silk
- \_\_\_\_% Linen/ Ramie
- \_\_\_\_% Others, please specify \_\_\_\_\_

\_\_\_\_% Computer related services

\_\_\_\_% Press & publications

4.6 Man-made & blends yarns

- \_\_\_\_% Regenerated
- \_\_\_\_% Synthetic
- 4.7 \_\_\_\_% Elastic yarns
- 4.8 \_\_\_\_% Fancy yarns
- 4.9 \_\_\_\_% Specialty yarns
- 4.10 \_\_\_\_% Others, please specify \_\_\_\_\_
- \_\_\_\_% Quality assurance
- \_\_\_\_% Others, please specify \_\_\_\_\_

**5. Product end use** (please indicate with percentage, 5.1 through 5.7 MUST add up to 100%):

- |                           |                                |  |
|---------------------------|--------------------------------|--|
| 5.1 For knitting          | 5.2 ____% For weaving          | 5.5 ____% For accessories              |
| ____% For knitwear        | 5.3 ____% For apparel textiles | 5.6 ____% For home textiles            |
| ____% For knitted fabrics | 5.4 ____% For hosiery & socks  | 5.7 ____% Others, please specify _____ |

**6. Sustainable products / services exhibitor list (Tick one that applies)**

**Does your company wish to be identified as a sustainable exhibitor in the fair catalogue?**

(This applies to companies that provide sustainable products or services, and/or use sustainable raw materials, manufacturing and finishing processes as well as socially responsible practices.) (No any sustainable indication will be made if exhibitor leaves this question blank.)

- Yes       No

**7. Please specify your product range** (20 words max, may also be used as catalogue entry, please see no. 9 on Specific Terms and Conditions):

(Eng)

(Chi)

**8. Catalogue, visitor guide & fascia board listing:**

**Do you agree if we use the above information for catalogue, visitor guide & fascia board listing?**

(“YES” will be chosen if exhibitor leaves this question blank.)

- Yes       No, we want to have a blank form to fill in

**9. Stand Options**

**Standard booth (minimum 9 sqm)**

Booth size: \_\_\_\_\_ sqm  
 Participation fee per sqm: US\$350

**Standard booth includes:**

- Complete booth construction
- Wall-to-wall carpet
- Fascia board with company name
- booth number and country
- 4 hanging rods / shelves per 9 sqm
- 1 lockable info counter per 9 sqm
- 1 showcase per 9 sqm
- 1 table & 3 chairs
- 2 HQI per 9 sqm
- Booth cleaning and security
- Listing in fair catalogue
- Visitor invitation cards
- PR & marketing support

**Raw space (minimum 36 sqm)**

Booth size: \_\_\_\_\_ sqm  
 Participation fee per sqm: US\$300

**Raw space includes:**

- Floor space
- Booth security
- Listing in fair catalogue
- Visitor invitation cards
- PR & marketing support

**Payment:** 50% deposit required with application. Final/balance payment is due on **8 December 2017**. See no. 5 on Specific Terms and Conditions for bank account details.

**10. Name of legally responsible person** (Please print last name, first name and sign below):

Name: \_\_\_\_\_ Job Title: \_\_\_\_\_

We hereby accept the General Terms & Conditions of the Show and the Specific Terms & Conditions on the reverse of this application.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Company stamp: \_\_\_\_\_

Please see reverse

# Specific Terms and Conditions

## 1. Organiser

Messe Frankfurt (HK) Ltd.  
35/F China Resources Building  
26 Harbour Road, Wanchai,  
Hong Kong

## 2. Location of event

National Exhibition and Convention  
Center (Shanghai), China  
No. 333, Songze Avenue,  
Shanghai, China

## 3. Date of event

14 – 16 March 2018

## 4. Registration and confirmation

Application to exhibit is made by submitting a completed and signed application form to the organiser. The organiser will confirm receipt of applications in writing by fax and original mail.

## 5. Terms of payment

A deposit of 50% is required upon application. Applicants should remit the appropriate amount directly to the organiser. Final balance of 50% is due on or before **8 December 2017**. All bank charges are to be borne by applicant.

Payment should be made to:  
Hong Kong and Shanghai Banking  
Corporation Ltd.  
1 Queen's Road Central, Hong Kong  
USD A/C No: 511-017758-274  
A/C Holder: Messe Frankfurt (HK) Ltd.  
Swift Code: hsbchkhkh

Note: Participation fee per sqm is applicable at an exchange rate of USD 1 = RMB 7. Should the Yuan appreciate by more than 3%, Messe Frankfurt reserves the right to adjust the USD price per sqm.

## 6. Cancellation

If an applicant withdraws his application for whatever reason, before he receives either a rejection or confirmation of his application, any participation fee paid will be forfeited.

If the exhibitor notifies the organiser of his withdrawal within three months of the start date of the event, he is liable for the total participation fee.

Should the exhibitor under contract (i.e. in receipt of confirmation) inform the organiser that he will not participate in the event, providing the organiser is able to resell the stand without loss, the payment to be made by the exhibitor will be reduced to a handling fee of US\$1,000 irrespective of the exhibitor's full liability for additional costs, fair guide fees, etc.

## 7. General terms and conditions of participation

The detailed General Terms & Conditions of Participation are given on the organiser website [www.messefrankfurt.com.hk](http://www.messefrankfurt.com.hk) and can be requested in printed form if required.

## 8. Booth allocation

Exhibitor booth location will be allocated according to product and business nature criteria set, or other criteria set by the organiser. No change of booth location is allowed once it has been assigned and the exhibitor informed.

Additionally represented companies (co-exhibitors) must arrange their participation through the main exhibitor.

In cases where an application is received for nine (9) sqm, but due to hall layout only larger spaces are available, the applicant is required to pay the full cost of the additional space up to a maximum of six (6) sqm. The organiser reserves all rights regarding the final booth arrangements.

## 9. Visitor guide, e-catalogue & fascia board

Information from the application form will be used to prepare the exhibitor's entry in the visitor guide, e-catalogue & fascia board.

With your Visitor Guide entry, your company name will appear in alphabetical order based on the first letter of the exhibiting company name, in addition to country and product group listings. If available, please provide us also with your company information in Chinese.

Additional entries on printed and e-Catalogue for co-exhibiting companies will be subject to a charge of USD200 per entry. Please contact us for details.

The Organiser/ publisher will not take any responsibility if mistakes are made in the visitor guide due to unclear handwriting. The Organiser reserves the rights to make changes in grammar and spelling to maintain consistency within the publication.

## 10. Intellectual property rights / copyright

The exhibitor warrants that his exhibits and packages thereof and the related publicity materials do not in any way whatsoever violate or infringe any third party's rights including trade marks, copyrights, designs, names and patents whether registered or otherwise. The organiser has the right to refuse participation of exhibitors found guilty of infringement of intellectual property rights at any future trade fairs.

## 11. Correspondence address for enquiries

Messe Frankfurt (HK) Ltd.  
35/F China Resources Building  
26 Harbour Road  
Wanchai, Hong Kong  
Tel (852) 2802 7728  
Fax (852) 2598 8771  
Email:  
[yarnexpo@hongkong.messefrankfurt.com](mailto:yarnexpo@hongkong.messefrankfurt.com)



### Company profile form

Data collected from this company profile form is mainly for visitor promotion and the buyer match making programme. All data will be treated as confidential and will not be released to third parties without exhibitor's consensus.

#### 1. Company Background (Please specify with details)

Company name :	
Name of your parent company (if any) :	
Year of establishment :	Country of head office :
Total no. of employee :	Country of overseas branch :
No. of owned factory :	Country of owned factory :
City of your factory in China (if any) :	Name of your factory in China (if any) :
Share of sales revenue generated by (Please indicate with percentage)	
: Export Sales % / Domestic Sales %	
Business nature : <input type="checkbox"/> Textile manufacturer <input type="checkbox"/> Converter or Trading company	
<input type="checkbox"/> Textile manufacturer with owned garment factory <input type="checkbox"/> Textile related services company	

#### 2. Production activities (Please tick all that apply)

Major mode of production*	: <input type="checkbox"/> OEM production <input type="checkbox"/> ODM production <input type="checkbox"/> OBM production
Any R&D department?	: <input type="checkbox"/> No <input type="checkbox"/> Yes
New collections per year	: <input type="checkbox"/> Under 10 collections <input type="checkbox"/> 11 – 50 collections <input type="checkbox"/> Over 50 collections
Annual production capacity (Please specify the volume)	: _____ ( Yarn / Meter / Piece ) per annual.
Share of production capacity (Please indicate with percentage)	: <input type="checkbox"/> In house production _____% <input type="checkbox"/> Outsourced production _____%

#### 3. Products (Please tick all that apply)

Main specialty	: <input type="checkbox"/> Natural Fibres <input type="checkbox"/> Man-Made Fibres <input type="checkbox"/> Natural & Blends Yarns
	<input type="checkbox"/> Elastic Yarns <input type="checkbox"/> Fancy Yarns <input type="checkbox"/> Knitting Yarns
	<input type="checkbox"/> Specialty Yarns <input type="checkbox"/> Man-Made & Blends Yarns <input type="checkbox"/> Computer Related Services

# Compulsory

## Company profile form

### 3. Products (Please tick all that apply)

Any minimum order quantity?	: <input type="checkbox"/> No	<input type="checkbox"/> Yes (Please specify):
Any brand?	<input type="checkbox"/> No	<input type="checkbox"/> Yes (Please specify):

#### Price scale

<b>(For Fabrics / Yarn manufacturers only)</b>			
Your product is suitable for:	<input type="checkbox"/> Niche & high end market	<input type="checkbox"/> Medium market	<input type="checkbox"/> Mass market
Product price range (\$USD / per yard )			
1. > \$ 101	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. \$91 - 100	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. \$81 - 90	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. \$71 - 80	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. \$61 - 70	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. \$51 - 60	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. \$41 - 50	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. \$31 - 40	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. \$21 - 30	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. \$11 – 20	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. \$6 - 10	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. < \$ 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

#### Product end-use & Product description

(Note: If you've filled in the official application form, please ignore this part)

Product end-use	:	<input type="checkbox"/> For knitwear	<input type="checkbox"/> For knitted fabrics	<input type="checkbox"/> For weaving
		<input type="checkbox"/> For apparel textiles	<input type="checkbox"/> For hosiery & socks	<input type="checkbox"/> For home textiles
Product description	:			

## Company profile form

### 4. Quality standard

Share of products with certification: (Please indicate with percentage)		With certification _____%	Without certification _____%
Eco-related Certifications  (Please tick <input type="checkbox"/> all that apply)	<input type="checkbox"/> IWTO Organic Standard  <input type="checkbox"/> REACH  <input type="checkbox"/> ISO14001  <input type="checkbox"/> OE100/ Blend	<input type="checkbox"/> GOTS  <input type="checkbox"/> BCI  <input type="checkbox"/> Bluesign®  <input type="checkbox"/> Others (please specify): _____	<input type="checkbox"/> SA8000  <input type="checkbox"/> WRAP  <input type="checkbox"/> STeP by Oeko-Tex® / Made in Green by Oeko-Tex®
General certifications	<input type="checkbox"/> AATCC <input type="checkbox"/> Others (please specify): _____	<input type="checkbox"/> ISO9001 <input type="checkbox"/> OHSAS 18001	<input type="checkbox"/> EU Eco-label (EU-Flower)  <input type="checkbox"/> GRS

### 5. Existing / Target market (Please tick all that apply)

	Existing	Target		Existing	Target
Africa	<input type="checkbox"/>	<input type="checkbox"/>	China	<input type="checkbox"/>	<input type="checkbox"/>
Eastern Europe	<input type="checkbox"/>	<input type="checkbox"/>	Hong Kong	<input type="checkbox"/>	<input type="checkbox"/>
Western Europe	<input type="checkbox"/>	<input type="checkbox"/>	Japan / Korea	<input type="checkbox"/>	<input type="checkbox"/>
North America	<input type="checkbox"/>	<input type="checkbox"/>	Taiwan	<input type="checkbox"/>	<input type="checkbox"/>
Central & South America	<input type="checkbox"/>	<input type="checkbox"/>	Other Asian regions	<input type="checkbox"/>	<input type="checkbox"/>
Middle East	<input type="checkbox"/>	<input type="checkbox"/>			

### 6. Existing / Target customer (Please tick all that apply)

Customer by business nature					
	Existing	Target		Existing	Target
Garment manufacturer - OBM	<input type="checkbox"/>	<input type="checkbox"/>	Fibre producer, Spinner / Weaver	<input type="checkbox"/>	<input type="checkbox"/>
Garment manufacturer - ODM	<input type="checkbox"/>	<input type="checkbox"/>	Department store / Retailer / Chain store	<input type="checkbox"/>	<input type="checkbox"/>
Wholesaler / Distributor	<input type="checkbox"/>	<input type="checkbox"/>	Importer & export corporation	<input type="checkbox"/>	<input type="checkbox"/>
Trading company	<input type="checkbox"/>	<input type="checkbox"/>	Others (Please specify):	<input type="checkbox"/>	<input type="checkbox"/>
Buying office	<input type="checkbox"/>	<input type="checkbox"/>	_____		

**Compulsory**

**Company profile form**

**6. Existing / Target customer** (Please specify):

<b>Customer by company name</b>
Name of your existing key customer :
Name of your target customer :

**7. Other information** (Please specify):

Who are your competitors? :
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- End -

**Name** : \_\_\_\_\_

**Position** : \_\_\_\_\_

**Signature and company stamp** : \_\_\_\_\_

**Date:** : \_\_\_\_\_