

# POWERLOOM DEVELOPMENT & EXPORT PROMOTION COUNCIL

(Set up by the Ministry of Textiles, Govt. of India)

GC-2, Ground Floor, Gundecha Onclave, Kherani Road, Saki Naka, Andheri (East), Mumbai - 400 072.

Phone: 022 - 2850 2050, 2850 2060 Fax: 022 - 2850 4146 E-mail: pdexcilmumbai@gmail.com Website: www.pdexcil.org पावरलम विकास तथा निर्यात सम्बर्धन परिषद

### BY EMAIL/POST

PDEXCIL MUM/MAI/47/2016-17/VOL-II/ 1206

17.12.2016

## **ALL THE MEMBERS OF PDEXCIL**

<u>Sub: Group participation in Intertextile Shanghai Apparel Fabrics and Home Textiles show from 15.03.2017 to 17.03.2017 at Shanghai, China.</u>

Sir(s)/ Madam,

Powerloom Development Export Promotion Council (PDEXCIL) is pleased to inform you that it is organizing a group participation in Intertextile Shanghai Apparel Fabrics and Intertextile Shanghai Home Textiles Spring Edition 2017, to be held at National Exhibition and Convention Center (Shanghai) China from 15.03.2017 to 17.03.2017 under MAI (Marketing Assistance Scheme)

Intertextile Shanghai Apparel Fabrics and Home Textiles are the industry's premier trade fair with unrivalled benefits for you as an exhibitors. It is a comprehensive platform to showcase your supreme apparel fabrics and accessories. It is currently one of the biggest and most comprehensive apparel fabric and accessories exhibition in the world. It plays an important role in generating new business leads in Greater China. China is one of the world most important destination for sourcing fabric and accessories.

China is the largest manufacturer of fabrics in the world, but due to ever increasing production cost, including cost of raw material, power, labour etc., China is gradually sourcing more certain varieties of fabrics from other competitive countries. Export of Fabrics and Made-ups from India to China stood at 37.88 Mn USD in the year 2015-16. India can further penetrate the Chinese textile market and increase its share of export to China.

Venue	National Exhibition and Convention Centre (Shanghai), Shanghai, C				
Date	15.03.2017 to 17.03.2017				
Exhibitors Profile	<ul> <li>Fabrics</li> <li>Accessories</li> <li>Textiles</li> <li>Wool</li> <li>Cashmere fabrics</li> <li>Denim</li> <li>All types of fabrics etc</li> </ul>				

1

Visitor Profile	Garment manufacturer
	Trading company
	<ul> <li>Import &amp; export corporation</li> </ul>
	Wholesaler / Distributor
	• Agent
	Department store
	Retailer / Chain store
	Buying Office
	Fibre Producer / Spinner / Weaver
	Trade association or organization
	• Press
	<ul> <li>Home textile related Designer / Interior design</li> </ul>
	Academic / Research & development / Textiles institute
	Online store / E-commerce
	Custom services
	• Others

# **Participation Information:**

- Stall size: 3m x 3m (9sqm) standard stall
- Number of Participants proposed: 15 exhibitors in Apparel Fabrics show and 10 exhibitors in Home Textiles show
- Participation fee: Rs. 1,40,000/- for Apparel Fabrics Show Rs. 1,00,000/- for Home Textiles show

### Important notes for participation:

- Kindly note that council has booked limited number of booths in the event and therefore
  approval/allotment of the stall will be strictly first cum first served basis on receipt of application form
  and payment both. All the participants who pay the full participation fee on time would be considered
  for allotment of booths.
- The subsized participation fee is for 9 sqm standard stall only and all other expenses towards airfare, visa charges, hotel charges, foods, local travel expenses and any other incidental expenses will be borne by the participating member by their own.

Interested members may fill the application form (enclosed herewith) immediately along with the participation fee as mentioned above by RTGS/Demand Draft / Pay Order in favour of "Powerloom Development & Export Promotion Council" payable at Mumbai along with company profile latest by 30.12.2016 to the head office of the PDEXCIL at Mumbai. Since there is limited availability of space, your prompt and early action is requested. Please also note that the programme may be cancelled, in case we receive response from less than 25 exhibitors in total.

Important Note:

An exporter can avail subsidised participation fee in a maximum of 2 approved MAI events in a financial year and a total of 3 participation under MAI.

# Cancellation:

• After confirmation of booking, cancellation of stall is not permitted, in such case participation charges are non refundable/non transferable.

For further details please contact:

• Ms. Lavany Saxena

PDEXCIL Head Office (Mumbai) : 022-28502050/60

• Mr. K.P.Mukundan

PDEXCIL Head Office (Mumbai) : 022-28502050/60

• Mr S. Sivaraju

PDEXCIL Regional Office (Erode) : 0424-2272074

Yours faithfully,

(ASHOK HAZRA) EXECUTIVE DIRECTOR



# This world-class platform awaits you

exhibitor. Connecting 3,155 exhibitors from 27 countries and regions and 71,163 visitors from more than 100 countries and regions in 2016, this world-class platform is ready for

# Advantages of exhibiting







# Exhibiting at Intertextile gives you access to buyers like these

Abercrombie & Fitch Kate Spade Aimer Lafuma

American Eagle Lee Cooper Marks & Spencer Bosideng

C&A Max Mara Calvin Klein Miss Sixty Carrefour Nike

Ochirly ONLY Columbia Sportswear DAKS Perry Ellis

Coach

Ports 1961 Diesel DKNY Puma Fila Semir

Gap Tommy Hilfiger

Topman Givenchy Vero Moda MBH Wacoal Hugo Boss

K-Boxing ...and many more!

# **Previous Intertextile experiences**

We have our regular buyers here, and we've got many new enquiries too. Buyers have been placing orders too. This fair is excellent for promotion of our brand and to meet new, interesting Chinese fashion brands that are going from local to global.

Mr Jose Maria Loren, China Sales Dept., Luca Cuccolini, Spain (SalonEurope)



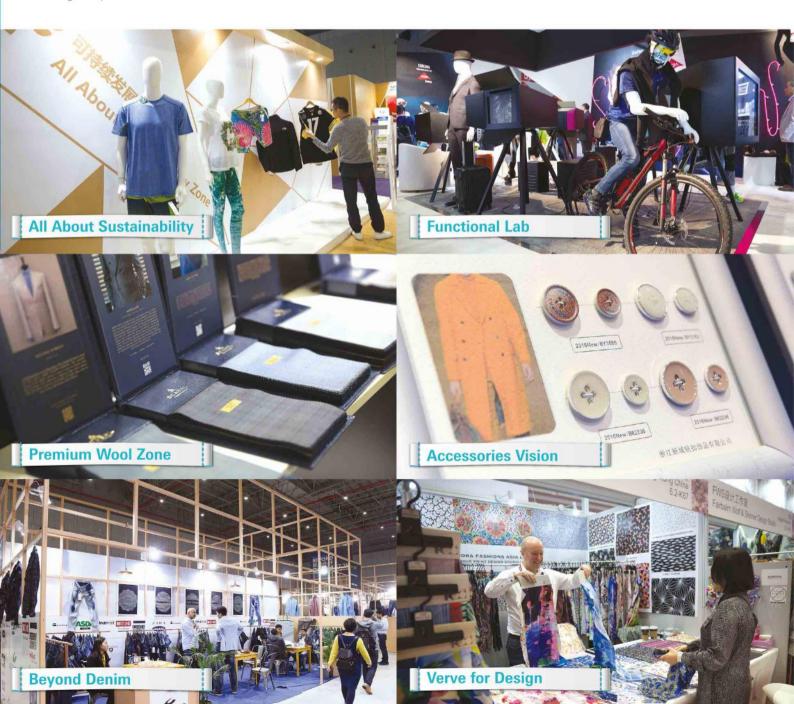


# Find your niche in the fair

Allowing you to more easily meet your target buyers, the fair is partitioned into unique areas: **SalonEurope** for premium suppliers from Europe, **Asian Pavilions**, **Group Pavilions**, as well as **product zones**.

Last year, SalonEurope presented quality fabrics and accessories exhibitors from Bulgaria, the Czech Republic, France, Germany, Greece, Italy, the Netherlands, Portugal, Russia, Slovenia, Spain, Switzerland, Turkey and the UK. Made-in-Italy fabrics and accessories were also showcased in the Milan Unica Pavilion.

Asian country & region pavilions from India, Japan, Korea, Pakistan and Taiwan continued to enrich the diversity of products on offer. While the fair's featured product zones, outlined below, allowed exhibitors to meet more of their target buyers due to the distinctive branding and promotion of each area.

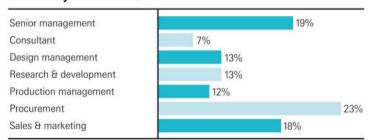






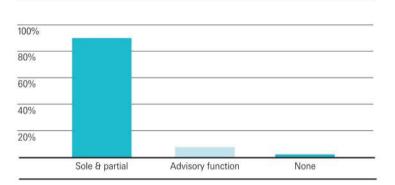
71,163 from more than 100 countries & regions (2016)

### Visitors' job function\*

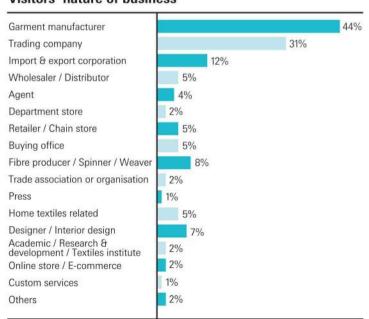


<sup>\*</sup>total percentage is over 100 because of multiple selections

# Visitors' purchasing power authority



### Visitors' nature of business\*



<sup>\*</sup>total percentage is over 100 because of multiple selections

# Utilise the fringe programme to increase your exposure

The fair's renowned fringe programme is designed to maximise the exposure of your brand and products throughout the fair.

- Intertextile Directions Trend Forum
- Panel discussions
- Seminars
- Product presentations
- Business matchmaking programme



# Make use of our promotional campaign for added success

Take the opportunity to promote yourself to potential overseas and Chinese buyers by engaging in our promotional campaign including **e-newsletters**, **visitor flyer**, **press releases** and the onsite **show daily**. What's more, these promotional channels are also available for all exhibitors:

**Invitation cards** – attract more of your key clients by sending them invitation cards prior to the fair. An e-invitation format is also available.

Online e-catalogue – by submitting your product and company information, potential clients can find you more easily before, during and after the fair.





China International Trade Fair for Apparel Fabrics and Accessories - Spring Edition中國國際紡織面料及輔料(春夏)博覽會

### 15 - 17 March 2017

# National Exhibition and Convention Center (Shanghai), China

Please complete in block letters, sign & return to:

Messe Frankfurt (HK) Ltd.

# **APPLICATION FORM**

35/F China Resources Building, 26 Harl Tel: (852) 2802 7728 Fax: (852) 2598				ırt.com				
1. Exhibiting Company Details (for in					se see no. 9	on Specific T	erms an	d Conditions):
Company Name in English:								
Company Name in Chinese (if any)	:							
Contact person(s):	(Dr. /Mr. /Ms. /Mrs	s. /Prof.)						
Address:		•						
City:		Postal code	e:		Country:			
Address in Chinese (if any):		_						
Telephone:	/	/		Fax:		/	/	
	Country code City/Are	a code	Number		Country code	City/Area code		Number
Email:				Website:				
[ ] Yes, and keep Part 3 to Part 8 t			Part 8 informa	tion is different	(another form	has to be sub	omitted)	
Contact person(s):	(Dr. /Mr. /Ms. /Mr	s. /Prof.)						
Address:								
City:		Postal code	e: 		Country:			
Telephone:	/	/		Fax:		/	/	
Email:	Country code City/Are	ea code	Number	Website:	Country code	City/Area code		Number
Dusiness Nature (places tiek all the	t annivi							
B. Business Nature (please tick all that 01 Manufacturer	п арріу).			Printing & CAI		upplior		
02 Sole agent, wholesaler, ager	nt			Quality control		supplier		
03 Trading company, converter				Press and pub				
04 Design & styling service			<b>├</b>	Others (please				
1. Product Groups (* 01 through 03 m	ust add up to 100%	, the one with	the greatest	percentage	will be shown	on the fascia	a board a	and the
Organiser reserves the rights to choose								
*01 Apparel fabrics								
% 1.1 Cotton			%	1.6 Knitted				
% 1.2 Wool			%	1.7 Functions	al			
% 1.3 Silk			%	1.8 Lace an	d embroidery	•		
% 1.4 Linen/Ramie			%	1.9 Others (p	lease specify	′):		<u> </u>
% 1.5 Man-made								
*02 Fibers / Yarns%								



China International Trade Fair for Apparel Fabrics and Accessories - Spring Edition中國國際紡織面料及輔料(春夏)博覽會

5. Our products are used in the follow	wing applications (please indicate with percent	tage, the total must add up to 100%):
% 01 Suitings	% 04 Functional wear/ Sportswear	% 07 Children & infants wear
% 02 Casual wear	% 05 Shirtings	% 08 Swimwear & lingerie
% 03 Ladieswear	% 06 Jeanswear	% 09 Others
sustainable products or services, a	ntified as a sustainable exhibitor in the visitor g	uide and e-catalogue? (This applies to companies that provide turing and finishing processes as well as socially responsible ion blank.)
7. Agent / Representative to be listed	in the e-catalogue? (please complete by eith	ner Eng or Chi only)
Information as below:		
Company name:	Tel:	Email:
Address:		
<ul><li></li></ul>	Please specific the location(s):	)
8. Please specify your product range	(20 words max, may also be used as visitor gui	ide entry, please see no. 9 on Specific Terms and Conditions):
(Eng)		
(Chi)		
9. Visitor guide, e-catalogue & fascia	board listing:	
Do you agree if we use above info	ormation for visitor guide, e-catalogue & fasc	cia board listing?
("YES" will be chosen if exhibitor lea	aves this question blank.)	
Yes No, we want to I	nave a blank form to fill in	
10. Stand Options:		
- Standard booth (minimum 9 sqn	n) Standard booth includes:	
Booth size: sqm	- Complete booth construction	- 2 halogen lights per 9 sqm
Participation fee per sqm: US\$560	- Wall-to-wall carpet	- 1 electronic socket
	- Fascia board with company nam	ne and - Booth cleaning and security
	booth number	- Listing in visitor guide
	- 4 sample rack / shelf per with lig	ght cover - Participation in Trend Forum
	per 9 sqm	- Visitor invitation cards
	<ul> <li>Lockable cabinet</li> </ul>	- PR & marketing support
	- 1 table & 3 chairs	
- Raw space (minimum 54 sqm)	Raw space includes:	
Booth size: sqm	- Floor space	- Participation in Trend Forum
Participation fee per sqm: US\$495	- Booth security	- Visitor invitation cards
	- Listing in visitor guide	- PR & marketing support
Payment: 50% deposit required	with application. Final/balance payment is due	on 12 December 2016. See no. 5 on Specific Terms and
Conditions for bank ac	count details.	
11. Name of legally responsible personate	on (Please print last name, first name and sign l	below):
Name:	Title:	
We hereby accept the General	Ferms & Conditions of the Show and the Specific Terms & Conditions	on the reverse of this application.
Signature:	Date:	
Company stamp:		

# **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) No. 333, Songze Avenue, Shanghai, China

### 3. Date of event

15 - 17 March 2017

### 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 12 December 2016. 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: hsbchkhhhkh

Note: Participation fee per sqm is applicable at an exchange rate of USD1=RMB6.7. Should the Yuan appreciate by more than 3%, the organiser 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, catalogue fees etc.

### 7. General terms and conditions of Participation

The detailed General Terms & Conditions of Participation are given on the organisers website www.messefrankfurt.com.hk and can be requested in printed form if required.

#### 8. Booth allocation

The Exhibitor booth location will be allocated according to product criteria, 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 (coexhibitors) 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 both printed and e-Catalogue for co-exhibiting companies will be subject to a charge of USD200 per entry. Please contact us for the 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 any exhibitor 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

 ${\bf Email: textile@hongkong.messefrankfurt.com}$ 









# Compulsory

China International Trade Fair for Apparel Fabrics and Accessories - Spring Edition 中國國際紡織面料及輔料(春夏)博覽會

# **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. **ALL FIELDS ARE REQUIRED.** 

# 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 genera	ated by						
(Please indicate with percentage)							
, ,	: Export Sales % / Domestic Sales %						
Business nature	:   Textile manufacturer  Converter or Trading company						
	☐ Textile manufacturer with owned ☐ Textile related services company garment factory						
2. Production activities	2. Production activities (Please tick √ all that apply)						
Major mode of production	: □ OEM production □ ODM production □ OBM production						
Any R&D department?	: □ No □ Yes						
New collections per year	: ☐ Under 10 collections ☐ 11 – 50 collections ☐ Over 50 collections						
Annual production capacity (Please specify the volume)	: (Yard / Meter / Ton / Piece) per annual.						
Share of production capacity (Please indicate with percentage)	:   In house production%   Outsourced production%						
3. Products (Please tick √ all that apply)							
	□ Cotton □ Knitted						
	□ Wool □ Functional						
	□ Silk □ Lace and embroidery						
Product groups	: ☐ Linen/Ramie ☐ Man-made						
	□ Fibers / Yarns □ Accessories						
	Others (please specify):						
i							





China International Trade Fair for Apparel Fabrics and Accessories - Spring Edition中國國際紡織面料及輔料(春夏)博覽會

# **Company Profile Form**

Main specialty	: 🗆	Knitted fabrics		Eco t	extile		Fair trade product
		Woven fabrics		Func	tional product		Design & styling
		Denim fabrics		Printi	ng, Dyeing & Finishing s	onvio	nac .
		Defilifi fabrics		1 11110	ng, byenig & rinishing s	el vic	ves
,	: 🗆	No		Yes (	Please specify):		
order quantity?							
Any own brand?		No		Yes (	Please specify):		
			Price	scale	and market		
Ma FOB	ırket	Niche & high end	mark	cet	Medium market		Mass market
(\$USD / per yard )					_		_
1. > \$ 101							
2. \$91 - 100							
3. \$81 - 90							
4. \$71 - 80							
5. \$61 - 70							
6. \$51 - 60							
7. \$41 - 50							
8. \$31 - 40							
9. \$21 - 30							
10. \$11 – 20							
11. \$6 - 10							
12. < \$ 5							
		Product	end-	use &	Product description		
Product end-use	: 🗆	Suitings		Ladie	eswear		Functional wear/ Sportswear
		Shirtings		Jean	swear		Children & infants wear
		Casual wear		Swim	wear & lingerie		Shoes & Bags
		Others (Please specify): _					
Product description	:						





# **Company Profile Form**

China International Trade Fair for Apparel Fabrics and Accessories - Spring Edition中國國際紡織面料及輔料(春夏)博覽會

# 4. Quality standard

Share of products w (Please indicate with p			With	certification		%	Withou	ut certificatio	on	%
Certification (Please tick √ all that	apply)									
		IWTO Organic Standard		GOTs		SA8000		EU Eco-la	bel (EU-Flowe	r)
Eco-related		REACH		CPSIA		GB18401		LCA (Life	Cycle Analysis	)
certifications:		ISO14001		bluesign Standards		FLO-CERT		Oeko-Tex	1000/ Oeko-Te	x100 plus
		OE100/Blend		Others (ple	ease sp	ecify):				
General		AATCC		ISO9001		OHSAS 18001		ASTM		
certifications:		Others (please	e speci	fy):						
5. Existing / Ta	arge	t market	Please	tick √all tha	t apply)					
		Existing	1	Target					Existing	Target
Africa					(	China				
Eastern Europe					I	Hong Kong				
Western Europe					,	Japan				
North America					ŀ	Korea				
Central & South Am	erica				-	Taiwan				
Middle East					(	Other (Please spec	sify):			
6. Existing / Ta	arge	t custome	<u>r</u> (Ple	ease tick √all	I that ap	pply)				
				Custome	er by b	usiness nature				
		Existir	ng	Target					Existing	Target
Garment manufactu	rer - (	DEM			E	Buying office				
Garment manufactu	rer - C	DBM □			F	Fibre producer, Sp	oinner / V	Veaver		
Garment manufactu	rer - (	DDM 🗆				Department store /	/ Retaile	r / Chain		
Wholesaler / Distrib	utor					mport & export co	rporatio	n		
Trading company					C	Others (Please spec	cify):			



# Compulsory

# **Company Profile Form**

China International Trade Fair for Apparel Fabrics and Accessories - Spring Edition中國國際紡織面料及輔料(春夏)博覽會

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

Customer by company name						
Name of your existing key customer :						
7. Other information (Please specify):						
Who are your competitors? :						
	- End -					
Name :	Position :	-				
Signature and company stamp :	Date: :					







2017.3.15-17

National Exhibition and Convention Center (Shanghai), China

Access the Chinese market with your finished products





# Intertextile Shanghai Home Textiles – Spring Edition

**Date:** 15 – 17 March 2017

**Venue:** National Exhibition and Convention Center,

Shanghai, China

**Opening hour:** 09:00 – 18:00

**Gross area:** 27,000 sqm gross

**No. of exhibitors:** 200 exhibitors (2017 expected)

**No. of visitors:** 15,000 (2017 expected)

**Product categories:** 

# Fine products

Beding products & blanket

Curtain fine products

Carpets & rugs, table & kitchen linen

Terry & toweling products

Futons (Down products, silk and quilt), Pillow and memory foam

Mattresses, mattress protectors, cushion





# Focuses of the fair

# 1. Accommodate the sourcing season of domestic market

March is the sourcing season of bedding and finished product

# 2. Visitor profile

 Visitors visiting 2016 fair were mainly interested in mattresses, bedding and toweling products

# 3. Location of the fair benefit from local market

- Venue is convenient for visitors from Eastern China which is the blooming cities of home textiles in China
- 5 cities in Eastern China occupied the Top 10 cities with highest disposable income in 2015
- Consuming power of East China is relatively high in China





# Focuses of the fair

# 4. Steady demand growth of finished products in China

- First season of 2016: 8.1% YTD growth of domestic demand of towels
- Increase demand of linen products:
   26% linen production fulfil the domestic demand, a 6% increase compared with 2014
- Disposable income per capita in 2015:
  7.8% average growth after eliminating price factor

# 5. Current exhibitions sharing large amount of visitors

- Intertextile Shanghai Apparel Fabrics Spring Edition 71,163 visitors (2016)
   5% home textiles related
  - 7% retailer / department store / chain store
- Yarn Expo Spring Edition – – – 20,527 visitors (2016)
   11% home textile manufacturers
- China International Fashion Fair
- PH Value
  - → Bring visitors from different sectors including fashion garment, knitting, etc.



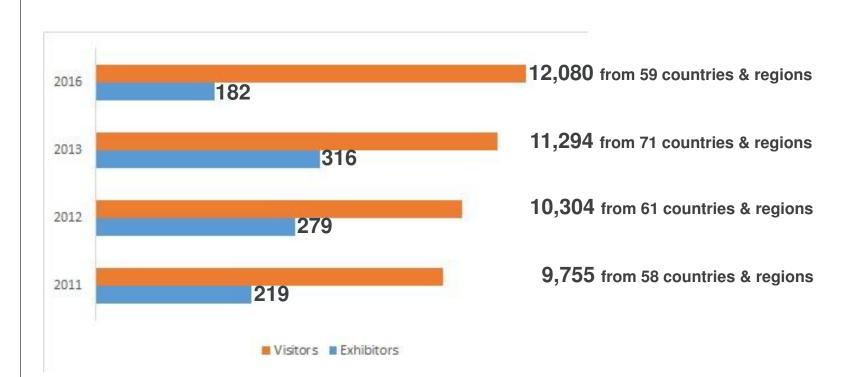


# **Fair Statistics**

# **Fair History**

2017 will be the 5th edition Expected no. of exhibitors: Expected no. of visitors:

200 exhibitors 15,000 visitors

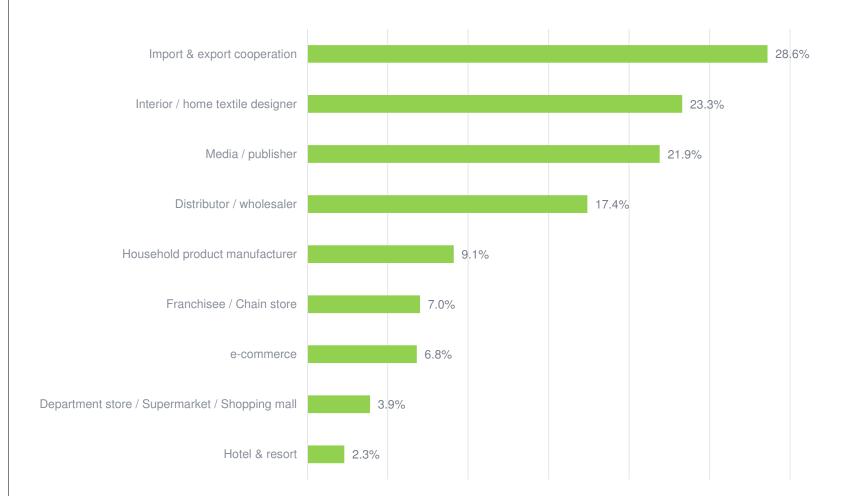






# **Fair Statistics**

# **Business nature of visitors in 2016 fair**

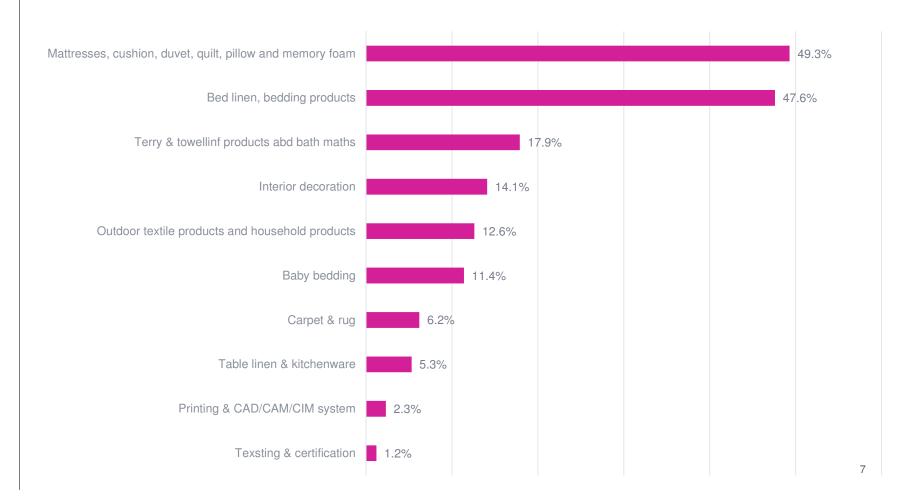






# **Fair Statistics**

# **Products interested by visitors**







# Leading bedding & towelling exhibitors in the fair

(including the top 10 bedding companies in China and distributors of overseas brands)

- HOLA Taiwan
- Jiangsu Goldsun Textile
- Jiangsu Lansiu
- Jiangsu Menglan
- Loftex
- Mendale (distributor of Gabel Somma Italy)
- Mercury
- Shanghai Luolai (distributor of Sheridan Australia)
- Shenzhen Fuanna
- Sunvim Group
- Violet





















# Value-added – Wide spread promotions

# Before the fair

- Above & below the line promotions
- Regular eDM to huge database



# **During the fair**

- Onsite Show Daily / Media interviews
- Onsite sponsorship and advertisings



# After the fair

- Media clipping after the fair
- Fair press release

Design Boutique and Digital Printing

# **Artistically Thinking**



### Digital Printing: Getting Faster, Less Expensive All the Time







Digital Printing and Design Soutigue complete the full produc





# **Booth rental package**

**Standard booth:** USD350/sqm, minimum 12sqm Raw space: USD300/sqm, minimum 36sqm

10% early bird discount will be offered for applications on/before 14 October 2016

Also present in Autumn edition – The largest home textile trade fair in Asia?

A bundle discount of 5% will be offered for applications of both Spring and Autumn editions







# Looking forward for cooperation!

Welcome to contact and further discuss

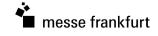
Contact: Joyce Wong / Lusia Lun Tel: +852 2238 9902 / 9952

email: joyce.wong@hongkong.messefrankfurt.com/

lusia.lun@hongkong.messefrankfurt.com



China International Trade Fair for Home Textiles and Accessories – Spring Edition 中国国际家用纺织品及辅料(春夏)博览会



### 15 - 17 March 2017 (Spring Edition)

### National Exhibition and Convention Center (Shanghai), Shanghai, PR China

Please complete, sign and return to:

Messe Frankfurt (HK) Ltd.

Address: 35/F, China Resources Building, 26 Harbour Road, Wanchai, Hong Kong Tel: (852) 2802 7728 Fax: (852) 2598 8771

Contact: Ms Joyce Wong / Ms. Rita Li Direct line: (852) 2238 9902 / (852) 2238 9966 Email: joyce.wong@hongkong.messefrankfurt.com / rita.li@hongkong.messefrankfurt.com

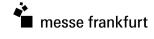
i. Exn	libiting Company Details (1	or issuing invoice, may also be us	ed as catalogue entry, p	please see point 9 on Specific Terms and Condi	tions)	
Con	npany Name (English)	<u>:</u>				
(Chi	inese if any)	<u>:</u>				
Con	ntact person (s)	: Mr / Ms		Job Title :		
Add	Iress	:				
City	/ Province / Postal Code	:		Country :		
Tele	phone	:		Fax :		
Ema		:		Website :		
	Principal company / Overs	g invoice , if different from above) eas headquarter	or and co-exhibitor who d	o not appear in this section will not be put in the ca		
Con	npany Name (English)	<u>:</u>				
Con	tact person (s)	: Mr / Ms		Job Title _:		
Add	Iress	<u>:</u>				
City	/ Province / Postal Code	<u>:</u>		Country :		
Tele	phone	<u>:</u>		Fax _:		
Ema	ail	<u>:</u>		Website :		
3. Bus	iness Nature (please tick a	II that apply)				
	3.1 Manufacturer	☐ 3.4 Retail trade		3.7 Trade press and publisher		
□ ;	3.2 Wholesale trade / Distrib	utor 3.5 Home textile	designer / Design serv	cing 3.8 Others, please specific		
	3.3 Sole agent / Sales repre	sentative 3.6 Service prov	ider			
4. Pro	duct Groups (please indica	te with percentage adding up to 10	00%)			
			%		%	
4.1	Bed linens, duvet covers &	• •		mart home textile products		
4.2 4.3	Terry & towelling products Futons – Down products,	-		household appliance otel textiles		
4.3	and other filling materials	siik quiits, quiits	<del></del>	able & kitchen linens, home storage boxes		
4.4	Pillows & cushions			outdoor textile products and household products		
4.5	Mattresses	-		4.17 Design Artwork		
4.6	Baby bedding products	-	4.18 D	4.18 Digital printing		
4.7	Other bedding products (n	nosquito nets, cooling mats, etc.)	4.19 C	4.19 CAD / CAM / CIM		
4.8	Handicrafts, decorative pa	intings, mirrors and frames	4.20 T	rade publication		
4.9	Decorative lightings	•	4.21 T	esting and certification		
4.10	Ceramic and glass house	vares	4.22 C	others, please specify		
4.11	Aromatherapy products	_			_	
4 12	Carnets & rugs					

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China International Trade Fair for Home Textiles and Accessories - Spring Edition中国国际家用纺织品及辅料(春夏)博览会

Company Stamp



### 15 - 17 March 2017 (Spring Edition)

### National Exhibition and Convention Center (Shanghai), Shanghai, PR China

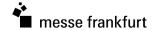
5. Please specify your brand name, brand description and product range:							
(50 words max, may also be used as catalogue entry, please see point 9 below)							
Brand name (if any):							
Brand / product description (English, and Ch	inese if available):						
* Please send us your company / brand logo and or	ne product photo (high resolution with 150dpi or above)						
6. Booth Options							
C.4 Basks va Baskk	40- mm barakh in abada a						
6.1 Package Booth	12sqm booth includes:	<b>D</b>					
- Standard Booth (minimum 12sqm)	- Complete booth construction	- Booth cleaning and security					
Booth Size:sqm	- Wall to wall carpet	- PR & marketing support					
Participation fee per sqm: US\$350	- 4 spotlights & 1 socket	- Listing in fair catalogue					
	- 1 lockable cupboard	- Visitor e-invitation					
	- 1 table & 3 chairs (Standard Booth only)						
- Designers' Studio (minimum 12sqm)	- 3 sample racks or shelves (Standard Booth only)						
Booth Size:sqm	- 2 designer table & 3 chairs (Designers' Studio only)						
Participation fee per sqm: <b>US\$350</b>	- Fascia board with company name and booth number						
6.2 Raw Space (minimum 36sqm)	Includes:						
Booth Size:sqm	- Floor space	- Listing in fair catalogue					
Participation fee per sqm: <b>US\$300</b>	- Booth security	- Visitor e-invitation					
	- PR & marketing support	* electricity excluded					
Payment: 50% deposit required with application. Final / balance payment is due on 16 December 2016, see no. 5 on Page 3 for bank details.							
Payment: 50% deposit required with application	. Final / balance payment is due on 16 December 2016,	see no. 5 on Page 3 for bank details.					
7. Acknowledgement Letter (please print the nan	ne of legally responsible person with last name, first name	and sign with company stamp below)					
<ul> <li>We hereby accept the General Terms &amp; Conditions of http://hk.messefrankfurt.com/hongkong/en/toolbar/ge</li> </ul>	the Show and Specific Terms & Condition on Page 3 of this applic	ation form and on website:					
		on and this Boundaries for Bush attended					
Intellectual Property Rights during the Exhibitions	r relevant third party of our Company) acknowledge receipt and ha s on Page 4 of this application form. We also undertake to comply						
undertaking will be binding upon the execution of this	Acknowledgement Letter.						
- We hereby warrant that:							
	nd effectively licensed, and all Exhibits, including its appearance, d s. We will prepare all the IPR certificates or the legal and valid lice						
if necessary.							
	ith the exhibition regulation, PRC laws and regulations, and intern- Exhibits, or copy, use, produce, extract or modify the trademark, d						
other exhibitors or their Exhibits, or take any illeg	al actions to prevent any other exhibitors from exercising and prote						
and ownership on their products.  3. Prior to the Exhibition, we and our Exhibits have not been involved in any infringement dispute or taken any infringement actions by any third party or restricted							
by relevant legal enforcement.							
<ol> <li>No infringement as unauthorized photography or</li> <li>We will be liable for any responsibilities due to an</li> </ol>	videography shall be taken by us. y violation of the warranties above and the Organisers shall be rel	ieved from such responsibilities					
• •	I be deemed as refusal to make acknowledgement by the exhibitor	•					
therefrom shall be handled or assumed by the exhibitor	· ·	,, or responsibilities and ing					
•							
Name :	Title :						
Signature :	Date :						

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中国国际家用纺织品及辅料(春夏)博览会

# 15 - 17 March 2017 (Spring Edition) National Exhibition and Convention Center (Shanghai), Shanghai, PR China



### **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) ,Shanghai, China West Entrance: 1888 Zhuguang Road South Entrance: 168, East Yinggang Road

#### 3. Date of event

15 - 17 March 2017

#### 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 or 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 16 December 2016. All bank charges are to be borne by applicant.

Note: Participation fee per sqm is applicable at an exchange rate of USD1=RMB6.7. Should the Yuan appreciate by more than 3%, the organiser reserves the right to adjust the USD price per sqm.

### 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: hsbchkhhhkh

#### 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, catalogue fees etc.

### 7. General terms and conditions of participation

The detailed General Terms & Conditions of Participation are given on the organisers website www.messefrankfurt.com.hk and can be requested in printed form if required.

#### 8. Booth allocation

The exhibitor booth location will be allocated according to product criteria, 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.

### 9. Catalogue entry

If the organiser does not receive the reply of Exhibiting Company Profile Form from the exhibitor, information from the application form will be used to prepare the exhibitor's entry in the fair catalogue or visitor guide.

### 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 organisers have the right to refuse participation of any exhibitor 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

hometextile@hongkong.messefrankfurt.com





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中国国际家用纺织品及辅料(春夏)博览会

# messe frankfurt

### 15 - 17 March 2017 (Spring Edition)

#### National Exhibition and Convention Center (Shanghai), Shanghai, PR China

### **Intellectual Property Rights Letter**

### Regulation for Protection of Intellectual Property Rights During Exhibition

Aiming at protecting the intellectual property rights (the "IPR") including patent, trademark, copyright etc. during Exhibition, this regulation (the "Regulation") is formulated in accordance with the Measures for Protection of Intellectual Property Rights during Exhibitions jointly promulgated by Ministry of Commerce, State Administration of Industry and Commerce, State Copyright Bureau and State Intellectual Property Office on March 1, 2006.

The Exhibition sponsor shall respect and protect the legitimate rights and interests of IPR owners during the Exhibition. The exhibitor shall strengthen their consciousness of IPR protection and undertake that their exhibits will not infringe others' IPR.

In order to protect the IPR and to promote the healthy development of the exhibition (the "Exhibition"), the Exhibition sponsor invite lawyers specialized in IPR protection to compose the Complaint Review Panel (the "CRP"). The CRP will be responsible for consultancy services relating to IPR, and reviewing the IPR disputes happened during the Exhibition in accordance with the laws and regulations in respect of IPR.

The CRP shall strictly deal with IPR infringement complaints which occur in the Exhibition venue during the Exhibition period in accordance with this Regulation.

#### Acceptance of Complaint

The complainant shall be the owner or the interested party of the IPR. The interested party shall include the authorized or licensed user, or the legitimate successor of the IPR. The licensees of patent licensing contracts and sole licensing contracts may file the complaint independently; the licensees of exclusive licensing contracts may file the complaint independently with permission of the patent owner. Unless otherwise stipulated in the contract, the licensees of general licensing contracts may not file the complaint independently. If the exhibitor deems that the products exhibited (the "Exhibits") by any other exhibitor infringe its patent, trademark or copyrights, and shall not communicate with the suspected infringing exhibitor directly by itself. The complainant shall fill in a Complaint Form, submit and be liable for the following materials in two copies when filing a complaint with the CRP:

- 1. A legitimate and effective certificate of the ownership of intellectual property rights: where any patent is involved therein, the patent certificate, the text of patent announcement, the credential of the patent owner, the certification on the legal status of the patent shall be submitted; where any trademark is involved therein, the certification documents of trademark registration shall be submitted, which shall be confirmed by the complaints by affixing a seal, and the credential of the trademark owner shall be submitted as well; where any copyright is involved therein, the certification of copyright and the credential of the copyright owner shall be submitted. (Documents evidencing patent-related rights, including patent specification of invention and utility model, or pictures and photographs of design, which are made public by State Intellectual Property Office of P.R.C; search reports of existing patent law or the counterpart of patent registry etc.)
- The name of Exhibits in question, name and booth number of respondent;
- Copy of business license of complainant (stamped with the common seal of the complainant), if the complainant is not the IPR holder, the complainant shall provide a copy of license agreement in respect of such IPR (stamped with the common seal of the complainant);
- Evidence and cause against the infringement;
- If the complaint is raised by attorney of exhibitor, an original copy of Power of Attorney shall be submitted; and
- 6. Any other materials the CRP may require.

If the complainant is a foreigner, foreign entity or other foreign organization, the valid certifications submitted shall be duly notarized by a notary public in its own country and attested by the Chinese embassy or consulate in such country; if the complaint is filed by an agent, the Power of Attorney shall also be notarized and attested. If the complainant is from Hong Kong or Macau area, the valid certifications submitted shall be duly notarized in Hong Kong or Macau and then stamped by China Legal Service (Hong Kong) Limited or China Legal Service (Macau) Limited; if the complaint is filed by an agent, the Power of Attorney shall also be notarized and stamped. If the complaint is from Taiwan area, the valid certifications submitted shall be duly notarized in Taiwan and verified by Notary Association in Mainland China; if the complaint is filed by an agent, the Power of Attorney shall also be notarized and verified

The complainant shall warrant that all the materials are authentic and effective, and shall indemnify the respondent, and be liable for any loss and damage resulting from the unauthentic complaint materials or any other unfaithful complaint.

### If any of the following occurs, the CRP shall not accept the complaint:

- 1. Where the materials submitted by the complainant do not meet the CRP's requirement and the complainant does not supplement the relevant materials required after notified by the CRP. The complainant or claimant has filed litigation in connection therewith in a court.
- 2. Where a complainant or claimant has filed a litigation concerning infringement on patent or trademark with the people's court;
- Where any patent is in the procedures for declaring invalidation of patent right;
- Where any dispute over the ownership of a patent is subject to the trial procedures of the people's court or to the mediation procedures of the administrative department of
- patent; Where any patent has been terminated and its owner is attempting to resume the patent.
- Where any right to the exclusive use of trademark has been invalidated or cancelled. Where a complainant is not the owner of the IPR who cannot submit relevant IPR authorization or licensing documents.
- Where a complainant has filed a complaint against the same exhibit for infringing the same IPR during the past exhibitions.
- Any other circumstances that CRP deems inappropriate to accept a complaint.

Subsequent to the receipt of complaint materials required, the CRP shall notify the respondent and request it to response within in half of a day. The respondent declining the complaint shall submit the relevant evidences; otherwise, it shall promptly withdraw the Exhibits in question and never re-exhibit the same. If the respondent can submit valid evidences proving that the removed exhibit does not infringe others' IPR, the CRP may allow the exhibitor to re-exhibit the removed exhibit.

If the respondent does not submit the relevant evidences, or the materials submitted cannot prove that it does not infringe any IPR, nor does the respondent withdraw the Exhibits in question, the CRP shall have the right to request the respondent to: 1) suspend the display of such Exhibits; 2) destroy and suspend distribution of advertising material of such Exhibits; and 3) to remove the exhibiting board of such Exhibits. If the respondent objects to the aforementioned measures, the CRP may send complaint materials and relevant information to the competent administration of IPR for handling in accordance with the law.

If the CRP deems it necessary, the CRP may allow and assist the complainant to collect evidence by means of photographing, videotaping, etc., and the respondent shall cooperate.

The Exhibition sponsor may assist the intellectual property administrative department to collect evidence by sampling from or registering and preserving the exhibit suspected of infringement, the respondent shall accept.

In order to maintain the order of the Exhibition, after the CRP has handled the complaint and before the end of the Exhibition, the complainant shall not adopt any further

action against the respondent at the Exhibition venue.

Subsequent to the end of exhibition, the complainant shall resolve such IPR dispute through the court or administration of IPR; otherwise, the CRP will not accept the complaint with respect to the same Exhibits in the exhibitions thereafter.

If any personnel of exhibitors or non-exhibitors who negotiate with the respondent without permission of the CRP and cause dispute at the Exhibition venue which negatively impacts the order of the Exhibition, the Exhibition sponsor shall have right to refuse their entrance into the Exhibition venue or order them to leave the Exhibition venue. If the exhibitor refuses to enforce the decision made by the CRP or the intellectual property administrative department and continue to exhibit, or the exhibitor

displays the removed exhibits again without permission of the CRP, the Exhibition sponsor shall have right to revoke the participation qualification of the exhibitor The Exhibition Organization Commission shall have the right to revoke the exhibiting qualification of the exhibitor that display the Exhibits in question for times and adversely affects the reputation of Exhibition.

The CRP shall coordinate and cooperate with the administration of IPR and reserve the rights to take necessary actions in accordance with the actual situation.

The Exhibition sponsor does not guarantee the result of handling the complaint regarding IPR dispute, or undertake any responsibility for such result for any relevant parties. Should the complaint or handling the complaint causes any loss or damage to any complainant, respondent, other exhibitor or non-exhibitor, the party which suffers the loss or damage shall pursue legal liabilities against the responsible party through legal actions. The Exhibition sponsor and the CRP shall assume no responsibility for such loss or damage.

~END~