



**5. Our products are used in the following applications (please indicate with percentage, the total must add up to 100%):**

\_\_\_% 01 Suitings                      \_\_\_% 04 Functional wear/ Sportswear                      \_\_\_% 07 Children & infants wear  
\_\_\_% 02 Casual wear                      \_\_\_% 05 Shirts                      \_\_\_% 08 Swimwear & lingerie  
\_\_\_% 03 Ladieswear                      \_\_\_% 06 Jeanswear                      \_\_\_% 09 Others

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

Does your company wish to be identified as a sustainable exhibitor in the visitor guide and e-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. Agent / Representative to be listed in the e-catalogue? (please complete by either Eng or Chi only)**

Information as below:

Company name: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

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

We are looking for Agent(s). (Please specific the location(s): \_\_\_\_\_)

No

**8. Please specify your product range (20 words max, may also be used as visitor guide 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 information for visitor guide, e-catalogue & 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

**10. Stand Options:**

**- Standard booth (minimum 9 sqm)**

Booth size: \_\_\_\_\_ sqm

Participation fee per sqm: US\$560

**Standard booth includes:**

- Complete booth construction
- Wall-to-wall carpet
- Fascia board with company name and booth number
- 4 sample rack / shelf per with light cover per 9 sqm
- Lockable cabinet
- 1 table & 3 chairs
- 2 halogen lights per 9 sqm
- 1 electronic socket
- Booth cleaning and security
- Listing in visitor guide
- Participation in Trend Forum
- Visitor invitation cards
- PR & marketing support

**- Raw space (minimum 54 sqm)**

Booth size: \_\_\_\_\_ sqm

Participation fee per sqm: US\$495

**Raw space includes:**

- Floor space
- Booth security
- Listing in visitor guide
- Participation in Trend Forum
- Visitor invitation cards
- 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 account details.

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

Name: \_\_\_\_\_ 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)  
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: hsbchkhkh

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](http://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.

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  
Email: [textile@hongkong.messefrankfurt.com](mailto:textile@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. **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 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) :	_____ (Yard / Meter / Ton / 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)

Product groups :	<input type="checkbox"/> Cotton	<input type="checkbox"/> Knitted
	<input type="checkbox"/> Wool	<input type="checkbox"/> Functional
	<input type="checkbox"/> Silk	<input type="checkbox"/> Lace and embroidery
	<input type="checkbox"/> Linen/Ramie	<input type="checkbox"/> Man-made
	<input type="checkbox"/> Fibers / Yarns	<input type="checkbox"/> Accessories
	<input type="checkbox"/> Others (please specify):	
	_____	

**Company Profile Form**

Main specialty	:	<input type="checkbox"/> Knitted fabrics	<input type="checkbox"/> Eco textile	<input type="checkbox"/> Fair trade product
		<input type="checkbox"/> Woven fabrics	<input type="checkbox"/> Functional product	<input type="checkbox"/> Design & styling
		<input type="checkbox"/> Denim fabrics	<input type="checkbox"/> Printing, Dyeing & Finishing services	

Any minimum order quantity?	:	<input type="checkbox"/> No	<input type="checkbox"/> Yes (Please specify):
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Any own brand?	:	<input type="checkbox"/> No	<input type="checkbox"/> Yes (Please specify):
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**Price scale and market**

Market FOB (\$USD / per yard)	Niche & high end market	Medium market	Mass market
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**

Product end-use	:	<input type="checkbox"/> Suitings	<input type="checkbox"/> Ladieswear	<input type="checkbox"/> Functional wear/ Sportswear
		<input type="checkbox"/> Shirtings	<input type="checkbox"/> Jeanswear	<input type="checkbox"/> Children & infants wear
		<input type="checkbox"/> Casual wear	<input type="checkbox"/> Swimwear & lingerie	<input type="checkbox"/> Shoes & Bags
		<input type="checkbox"/> Others (Please specify): _____		

Product description	:	_____
		_____

**Company Profile Form**

**4. Quality standard**

Share of products with certification: (Please indicate with percentage)	With certification _____%	Without certification _____%		
Certification (Please tick <input checked="" type="checkbox"/> all that apply)				
Eco-related certifications:	<input type="checkbox"/> IWTO Organic Standard	<input type="checkbox"/> GOTs	<input type="checkbox"/> SA8000	<input type="checkbox"/> EU Eco-label (EU-Flower)
	<input type="checkbox"/> REACH	<input type="checkbox"/> CPSIA	<input type="checkbox"/> GB18401	<input type="checkbox"/> LCA (Life Cycle Analysis)
	<input type="checkbox"/> ISO14001	<input type="checkbox"/> bluesign Standards	<input type="checkbox"/> FLO-CERT	<input type="checkbox"/> Oeko-Tex1000/ Oeko-Tex100 plus
	<input type="checkbox"/> OE100/Blend	<input type="checkbox"/> Others (please specify): _____		
General certifications:	<input type="checkbox"/> AATCC	<input type="checkbox"/> ISO9001	<input type="checkbox"/> OHSAS 18001	<input type="checkbox"/> ASTM
	<input type="checkbox"/> Others (please specify): _____			

**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	<input type="checkbox"/>	<input type="checkbox"/>
North America	<input type="checkbox"/>	<input type="checkbox"/>	Korea	<input type="checkbox"/>	<input type="checkbox"/>
Central & South America	<input type="checkbox"/>	<input type="checkbox"/>	Taiwan	<input type="checkbox"/>	<input type="checkbox"/>
Middle East	<input type="checkbox"/>	<input type="checkbox"/>	Other (Please specify): _____	<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 - OEM	<input type="checkbox"/>	<input type="checkbox"/>	Buying office	<input type="checkbox"/>	<input type="checkbox"/>
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"/>	Import & 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"/>

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