



# APPLICATION FORM

中国国际纺织纱线(春夏)展览会  
China International Trade Fair for Fibres and Yarns

**29 – 31 March 2012**  
**China World Trade Center**  
**Beijing, China**

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

Messe Frankfurt (HK) Ltd.  
3506 China Resources Building, 26 Harbour Road, Wanchai, Hong Kong  
Tel: (852) 2802 7728 Fax: (852) 2598 8771 Email: textile@hongkong.messefrankfurt.com

To be completed by the organiser:

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

### PLEASE PRINT CLEARLY

#### 1. Exhibiting company's details (may also be used as catalogue entry, please see no. 9 on Specific Terms and Conditions):

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

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

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. Business nature (please tick all that apply):

- 01 Manufacturer  
 02 Agent

- 03 Trade Association  
 04 Others (please specify): \_\_\_\_\_

#### 3. Product groups (please indicate with total 100 percentage):

##### Fibres

##### 3.1 Natural fibres

- \_\_\_\_ % Cotton  
\_\_\_\_ % Wool  
\_\_\_\_ % Silk  
\_\_\_\_ % Flax/ Ramie  
\_\_\_\_ % Others, pls specific \_\_\_\_\_

##### 3.2 Man-made fibres

- \_\_\_\_ % Regenerated  
\_\_\_\_ % Synthetic

##### 3.3 \_\_\_\_ % Specialty fibres

3.4 \_\_\_\_ % Others, pls specific \_\_\_\_\_

##### Yarns

##### 3.5 Natural & blends yarns

- \_\_\_\_ % Cotton  
\_\_\_\_ % Wool  
\_\_\_\_ % Silk  
\_\_\_\_ % Linen/ Ramie  
\_\_\_\_ % Others, pls specific \_\_\_\_\_

##### 3.6 Man-made & blends yarns

- \_\_\_\_ % Regenerated  
\_\_\_\_ % Synthetic

##### 3.7 \_\_\_\_ % Elastic yarns

##### 3.8 \_\_\_\_ % Fancy yarns

##### 3.9 \_\_\_\_ % Specialty yarns

3.10 \_\_\_\_ % Others, pls specific \_\_\_\_\_

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

\_\_\_\_ % **Quality assurance**

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

\_\_\_\_ % **Others, pls specific** \_\_\_\_\_

**4. Product end use** (please indicate with total 100 percentage):

4.1 For knitting \_\_\_\_\_% For knitwear \_\_\_\_\_% For knitted fabrics \_\_\_\_\_%  
4.2 \_\_\_\_\_% For weaving \_\_\_\_\_% For apparel textiles \_\_\_\_\_% For hosiery & socks \_\_\_\_\_%  
4.5 \_\_\_\_\_% For accessories \_\_\_\_\_% For home textiles \_\_\_\_\_%  
4.7 \_\_\_\_\_% Others, pls specific \_\_\_\_\_%

**5. Please specify your product range** (20 words max, may also be used as catalogue entry, please see no. 9 on reverse):

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**6. Standard booth (minimum 9 sqm)**

Booth size: \_\_\_\_\_ sqm  
Participation fee per sqm: US\$260

**Standard booth includes:**

- Complete booth construction
- Wall-to-wall carpet
- Fascia board with company name, booth number and country
- 1m sample rack / shelf per 3 sqm
- 1 lockable cupboard per 9 sqm
- 1 showcase per 9 sqm
- 1 table & 3 chairs
- 1 spotlight per 3 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\$210

**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 16 December 2011. Please see reverse for bank account details.

**7. For co-exhibitors only:**

**Name and address of co-exhibiting company** (free catalogue entry)

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Co-exhibitors who do not appear in this section will not be put in the catalogue.

**8. 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



**Compulsory**

**Company profile form**

中国国际纺织纱线(春夏)展览会  
China International Trade Fair for Fibres and Yarns

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

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## 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

(For Fabrics / Yarn manufacturers only)	(For Accessories manufacturers only)
Your product is suitable for: <input type="checkbox"/> Niche & high end market <input type="checkbox"/> Medium market <input type="checkbox"/> Mass market	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 )	Product price range (\$USD / per piece)
1. > \$ 101 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	1. > \$ 7 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
2. \$91 - 100 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	2. \$6 – 6.19 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
3. \$81 - 90 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	3. \$5 – 5.19 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
4. \$71 - 80 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	4. \$4 – 4.19 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
5. \$61 - 70 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	5. \$3 – 3.19 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
6. \$51 - 60 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	6. \$2 – 2.19 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
7. \$41 - 50 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	7. \$0.9 – 1.99 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
8. \$31 - 40 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	8. \$0.7 – 0.89 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
9. \$21 - 30 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	9. \$0.5 – 0.69 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
10. \$11 – 20 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	10. \$0.3 – 0.49 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
11. \$6 - 10 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	11. \$0.1 – 0.29 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
12. < \$ 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	12. < \$ 0.09 <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"/> Suitings	<input type="checkbox"/> Ladieswear	<input type="checkbox"/> Functional wear/ Sportswear
	<input type="checkbox"/> Shirts	<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	:		

# Compulsory

## Company profile form

### 4. Quality standard

Share of products with certification: (Please indicate with percentage)		With certification _____%	Without certification _____%	
Certification :  (Please tick √ all that apply)	<input type="checkbox"/> GOTs  <input type="checkbox"/> ISO9001  <input type="checkbox"/> ISO14001  <input type="checkbox"/> Wrap	<input type="checkbox"/> SA8000  <input type="checkbox"/> Reach  <input type="checkbox"/> bluesign  <input type="checkbox"/> Fair trade	<input type="checkbox"/> AATCC  <input type="checkbox"/> OSHSMS 18001  <input type="checkbox"/> ASTM  <input type="checkbox"/> Organic Exchange 100/Blend	<input type="checkbox"/> EU Eco-label (EU-Flower)  <input type="checkbox"/> LCA (Life Cycle Analysis)  <input type="checkbox"/> Oeko-Tex1000/ Oeko-Tex100 plus  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 / 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:** : \_\_\_\_\_

# Specific Terms and Conditions

## 1. Organiser

Messe Frankfurt (HK) Ltd.  
3506 China Resources Building  
26 Harbour Road, Wanchai, Hong  
Kong

## 2. Location of event

China World Trade Center  
No. 1 Jian Guo Men Wai Ave  
Beijing 100004  
China

## 3. Date of event

29-31 March 2012

## 4. Registration and confirmation

Application for acceptance as an exhibitor at the event must be made by submitting a duly completed and signed application form.

Acceptance of the application will be confirmed in writing by the organiser.

## 5. Terms of payment

Please return application form and remit appropriate amount directly to the organiser. All banking charges, if any, are to be borne by the applicant.

50% deposit required with application. Final balance payment due on 16 December 2011.

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

Our participation fee per sqm is applicable at an exchange rate of USD 1 = RMB 6.6. 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 be participating at 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 the event

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

Exhibitor booth location will be allocated according to the 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. Catalogue Entry

Information from points 1 to 5 and 7 on the front page will be used as your official catalogue entry in case we do not receive the catalogue entry form from the applicant. [Product description will be translated into Chinese.]

## 10. Intellectual property rights / copyright

The exhibitor warrants that the 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 exhibitors found guilty of infringement of intellectual property rights from participating in future trade fairs

## 11. Correspondence address for enquiries

Messe Frankfurt (HK) Ltd.  
3506 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)