

15 – 17 July 2020

Shenzhen World Exhibition & Convention Center  
Shenzhen, China (New venue, near airport)

## APPLICATION FORM (RMB Payment)

**Please complete in block letters, sign & return 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

(You are advised to read no. 1-11 of the **Specific Terms & Conditions** before submitting your application)

### 1. Exhibiting company details (for invoice, visitor guide, e-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 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 \_\_\_\_\_

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

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

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

- 5.1 For knitting
- \_\_\_\_% For knitwear
- \_\_\_\_% For knitted fabrics
- 5.2 \_\_\_\_% For weaving
- 5.3 \_\_\_\_% For apparel textiles
- 5.4 \_\_\_\_% For hosiery & socks
- 5.5 \_\_\_\_% For accessories
- 5.6 \_\_\_\_% For home textiles
- 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. Visitor guide, e-catalogue & fascia board listing:**

**Do you agree if we use the 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

**9. Stand Options**

**Standard booth (minimum 9 sqm)**

Booth size: \_\_\_\_\_ sqm  
Participation fee per sqm: RMB2,014

**9sqm Standard booth includes:**

- Complete booth construction
- Wall-to-wall carpet
- Fascia board with company name, booth number and country
- 4 sample racks / shelves
- 1 lockable information counter
- 1 showcase
- 1 table & 3 chairs
- 2 HQI
- Booth cleaning and security
- Listing in visitor guide and e-catalogue
- Visitor e-invitation cards
- PR & marketing support

**Raw space (minimum 36 sqm)**

Booth size: \_\_\_\_\_ sqm  
Participation fee per sqm: RMB1,773

**Raw space includes:**

- Floor space
- Booth security
- Listing in visitor guide and e-catalogue
- Visitor e-invitation cards
- PR & marketing support

**Payment:** 50% deposit required with application. Final/balance payment is due on **30 April 2020**. 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 ([www.hk.messefrankfurt.com/hongkong/en/general-terms-and-conditions.html](http://www.hk.messefrankfurt.com/hongkong/en/general-terms-and-conditions.html)) 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

Shenzhen World Exhibition and  
Convention Center  
No. 1 Zhancheng Road, Fuhai  
Street, Bao'an District, Shenzhen,  
China

## 3. Date of event

15 – 17 July 2020

## 4. Registration and confirmation

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

## 5. Terms of payment

A deposit of 50% is required upon  
application. Applicants should remit  
the appropriate amount directly to the  
organizer. Final balance payment of  
50% is due on or before **30 April  
2020**. All bank charges are to be  
borne by applicant.

帐户名:  
法兰克福展览(上海)有限公司  
开户行:  
汇丰银行(中国)有限公司上海分行  
帐号:  
088-011036-011

Please send the remittance copy to  
fax (852) 2598 8771.

## 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. 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 Catalogue 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 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 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.  
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"/> Specialty Fibres
	<input type="checkbox"/> Elastic Yarns <input type="checkbox"/> Fancy Yarns <input type="checkbox"/> Knitting Yarns
	<input type="checkbox"/> Natural & Blends Yarns <input type="checkbox"/> Man-Made & Blends Yarns <input type="checkbox"/> Specialty Yarns
	<input type="checkbox"/> Press & Publication <input type="checkbox"/> Others

# 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 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 tonne)			
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	:			

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## 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"/> GRS  <input type="checkbox"/> STeP by Oeko-Tex® / Made in Green by Oeko-Tex®  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"/>	_____		

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