

# ASFW

AFRICA SOURCING AND FASHION WEEK

**AFRICA'S  
LARGEST  
TRADE  
SHOW  
PROMOTING  
AFRICA'S  
TEXTILE  
VALUE  
CHAIN**

incl.

**TEXWORLD**

ADDIS ABABA

**apparelsourcing**

ADDIS ABABA

**texprocess**

ADDIS ABABA

**REGISTRATION**

Millennium Hall / Addis Ababa / Ethiopia

**9 – 12 November 2019**

[www.asfw-online.com](http://www.asfw-online.com)

Trade and Fairs Consulting GmbH (TFC)  
Feldpreul 33  
61191 Rosbach, Germany

\_\_\_\_\_  
Company name

\_\_\_\_\_  
Street

\_\_\_\_\_  
Postal Code / City

\_\_\_\_\_  
Country

\_\_\_\_\_  
Contact Person

\_\_\_\_\_  
E-mail

\_\_\_\_\_  
Telephone

\_\_\_\_\_  
Internet

\_\_\_\_\_  
Telefax

\_\_\_\_\_  
VAT number

**Product Group: please see and mark page 4**

This address will be used for invoicing!

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We hereby contract the following space and services as per conditions of participation **(Please choose A or B):**

A) **Fully Equipped Space (min. 9 sqm):** Indoor floor space base rate including: General aisles cleaning and general security of the halls: Package (obligatory up to 35 sq.m): Turnkey stands include walls, 1 shelve, 1 spot / 3sqm, 1 table, 2 chairs, energy supply (3 KW, incl. consumption), fascia and waste bin.

Booked \_\_\_\_\_ sqm x 195,00 € = \_\_\_\_\_

B) **Space only (min. 36 sqm):** Indoor floor space base rate including: General aisles cleaning and general security of the halls:

Booked \_\_\_\_\_ sqm x 170,00 € = \_\_\_\_\_

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**Stand form surcharges:** Corner, head or isles stands are limited and will be served upon availability. Surcharge is based on the space rental fee only.

Corner Stand, open on 2 sides (plus 10%) = \_\_\_\_\_

Head Stand, open on 3 sides (plus 20%) = \_\_\_\_\_

Isles Stand, open on all sides (plus 30%) = \_\_\_\_\_

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**WALK FOR BUSINESS:** A special design area dedicated to Africa´s Designers only. Each booth consists of a back wall (designed), 1 mannequin and a clothes rail. Following packages are available:

2X2m = 4 sqm = 600 €

3X2m = 6 sqm = 900 €

4X2m = 8 sqm = 1.200 €

Total: \_\_\_\_\_

### Advertisements in the Exhibition Magazine

1/1 Page 4c 1200.00 €

1/2 Page 4c 750.00 €

= \_\_\_\_\_

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**Total Amount** (All rates are exclusive VAT) = \_\_\_\_\_

### Payment Schedule & Procedure

50% of total charges must be paid immediately upon receipt of the invoice. Remaining total charges are to be balanced a month later or by latest 30 June 2019. The execution of this contract and its receipt by TFC is deemed conclusive evidence of the applicants' agreement to balance the full fees due. The application is non-cancellable by the applicant. The applicant further acknowledges that TFC having incurred expenses as a result of the contract/application, is not required to refund any of the fees and that TFC is also entitled to any unpaid amounts that may be owing by the applicant to TFC. With this signature we hereby confirm our acceptance of the General Terms and Conditions of Business as well as the exhibition specific amendment to the General Terms and Conditions of Business.

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City, Date

Name

Signature/stamp

### ORGANIZER:



Trade and Fairs Consulting GmbH

Trade and Fairs Consulting GmbH  
Feldpreul 33  
61191 Rosbach / GERMANY  
info@tradeandfairs-consulting.com  
www.tradeandfairs-consulting.com



Trade and Fairs East Africa Ltd.  
A company of Trade and Fairs Consulting

Trade and Fairs East Africa Ltd.  
PO Box 25958-00100  
Nairobi, Kenya  
info@tradeandfairs-eastafrika.com  
www.tradeandfairs-eastafrika.com



[www.asfw-online.com](http://www.asfw-online.com)

Our exhibits belong to the following area or product groups:

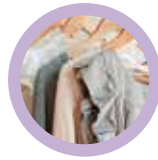
Please mark:



FABRICS

**TEXWORLD**  
ADDIS ABEBBA

- FABRICS: Silk, Cotton, Wool, Knitted Fabrics, Prints, Denim, Yarns, Fibers, Functional Fabrics, Embroidery / Lace, Accessories, Sustainable Sourcing
- Our fabrics are for the following end users: Ladieswear, Menswear, Childrenwear, Sport and Casual wear, Swimwear and Lingerie, Work wear



FASHION

**apparelsourcing**  
ADDIS ABEBBA

- Mens wear: sportswear, shirting, tailoring, coats, underwear, swimwear, uniforms, knitwear
- Ladies wear: sportswear, blur/fuzzy, suiting, coats, lingerie, swimwear, uniforms, knitwear
- Childrens wear: baby 0-18 months, child 2-6 years, teenager 6-14 years, knitwear
- Sustainable Sourcing



TECHNOLOGY

**texprocess**  
ADDIS ABEBBA

- Technology, processes, accessories: Production processes; Finishing technology; Machinery for fabric manufacturing; Coating equipment; Laminating and coating equipment; Bonding and separating technology; CMT; Control and monitoring methods; CAD/CAM, Software; Recycling technology; Technical accessories; Laboratory and measuring equipment; Quality assurance; Nanotechnology; Microsystems technology; Textile Care; Making-up Processes and Machinery; Disposal technology



HOME

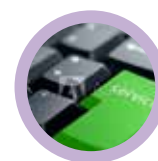
**home**  
EXPO AFRICA

- Home Textiles: Curtains & tulle, Bed linen & blanket, Furniture & upholstery, Kitchen textiles, Bathroom products, Carpet, Wall covering, Solar-protective materials
- Décor: Interiors & Decoration, Seasonal Decoration, Beauty & Bath, Housewares & Storage, Kitchen Trends, Loft, Outdoor
- Crafts



CARE

- Machinery, systems and accessories for
- energy generation, energy conservation, recycling, environmental technology and water technology
  - textile drying and finishing
  - dyeing and textile applications
  - washing textiles
  - cleaning textiles, carpets, floor coverings, upholstery and leather furniture



SERVICE

- Logistics
- Publisher, Research, Development, Planning, Consultation
- IT



## I. Registration and Admittance

(1) The (rental) agreement shall be concluded with the signed contract by both parties. The relevant contract form provided by the organizer (Trade and Fairs Consulting) must be completely filled out by the exhibitor and furnished with a legally binding signature. By submitting the signed contract, the exhibitor accepts and submits to the "Special & General conditions for participation" applicable to the event. This also includes all persons employed by the exhibitor, any sub-exhibitors registered by the exhibitor and any other assistants. As soon as the exhibitor receives the contract signed by the organizer, on receipt of which the (rental) agreement comes into effect. The contract also becomes effectual if the application is made in the form of a fax or a pdf-document.

(2) Conditions or reservations laid down by the exhibitor shall have no validity. All additional agreements, such as the ordering of services or technical connections, individual approvals and special approvals shall be subject to the written confirmation of TFC.

(3) TFC may, if important circumstances require, while laying out its reasons for so doing – at variance from the admittance – allocate a stand at a different location or change the stand size by up to 10% of the registered area.

(4) Any stand that has not been taken over by the exhibitor or his representatives within one day prior to the start of the specialist trade fair may be reallocated without the exhibitor being entitled to demand reimbursement or to make any other claims.

(5) Conflicting general terms and conditions of business of the exhibitor shall not be recognized by TFC.

(6) The organizer reserves the right not to grant admission to the exhibitor due to any factually justified reason, especially if the available space is insufficient.

## II. Due Date and Payment Default

(1) For all money transfers in connection with this contract the parties agree upon payment in the currency of the European Union EURO. In individual cases and for African Exhibitors the parties are amicably entitled to assign payment in Ethiopian Birr.

(2) The entire contractually agreed sum shall be due immediately after the date of invoice.

(3) In the event of non-payment notwithstanding the granting of extensions under the threat of refusal, TFC shall be entitled to dispose of the stand area or to withdraw from the agreement.

(4) In the event of the payment deadline being exceeded without dunning, the exhibitor shall be obliged to pay TFC the normal banking interest rate.

(5) TFC shall enjoy the right of pledge and retention on the furnished exhibition goods and other stand equipment with respect to all obligations which are not fulfilled. The objects may be put into storage at the cost and risk of the applicant. These may be sold by TFC following written notification in the event of continued non-payment. Any surplus proceeds shall be remitted to the exhibitor following the deduction of all costs.

## III. Sub-exhibitors

(1) The assignment of an allocated stand or parts thereof to sub-exhibitors or fellow exhibitors shall be subject to the prior approval of planefair or TFC. Sub-exhibitors or fellow exhibitors must be named separately and full addresses provided with binding effect

by the exhibitor in a letter enclosed with the application, specifying the respective product program. TFC shall notify the exhibitor of the admittance of one or several sub-exhibitors or fellow exhibitors. A sub-exhibitor or fellow exhibitor shall only have participatory approval following the receipt of this admittance notification.

(2) The inclusion of sub-exhibitors or fellow exhibitors without the prior approval of TFC shall entitle TFC to terminate the agreement with the exhibitor with immediate effect and to cause the stand to be cleared at the expense of the exhibitor.

(3) The exhibitor shall be liable vis-à-vis TFC for any fault or negligence caused by the sub-exhibitor or fellow exhibitor as he would be for his own fault or negligence.

## IV. Insurance and Liability

(1) The exhibitor or his representatives shall be responsible for properly insuring the exhibition goods as well as all other equipment and fittings against all transport, assembly and dismantling risks as well as during the event itself, in particular against damage, theft etc.

(2) TFC's liability for personal injury or damage to property shall be limited in every case to intent and gross negligence.

(3) Indirect damage and loss of earnings shall be excluded from the liability.

(4) The exhibitor or his representative shall be liable for all damage caused by their participation vis-à-vis third parties, including damage caused to buildings and the exhibition grounds as well as on these and the fixtures and fittings thereof. The exhibitor shall expressly indemnify TFC against any possible third-party recourse claims resulting there from which were not caused by the gross negligence or intentional behavior of TFC or their vicarious agents.

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## V. Withdrawal

(1) TFC shall be entitled to withdraw from the agreement in the event of an application being made to open composition or bankruptcy proceedings against the assets of the exhibitor, or in the event of an application of this nature being rejected on the grounds of insufficient assets. The exhibitor shall be obliged to notify TFC thereof without delay.

(2) Should TFC withdraw from the agreement for the reasons specified in I. (4) or II. (2), then the exhibitor shall nevertheless remain obliged to pay the total invoice sum.

## VI. Non-participation

Should the exhibitor cancel his participation or withdraw from the contract, he shall be obliged to pay the full costs of participation. In principle any cancellation of the contract must be made in writing.

## VII. Cancellation, relocation, rescheduling and change to the duration of the event

The organizer is entitled to cancel the event, if it has not received the minimum number of applications and the realization of the event cannot be reasonably expected for economic considerations. Should the event be cancelled due to reasons that are not the responsibility of the organizer or due to force majeure, the organizer is entitled to a cost contribution from the exhibitor amounting to 25% of the participation fee. The exhibitor can also be invoiced for any other services ordered by the exhibitor that normally result in a payment obligation. Should the organizer be in a position to hold the event at a later date, it shall inform the exhibitor accordingly. The exhibitor is entitled to cancel his admission to the event

held at such later date by corresponding notification the organizer which must be received within a week of receipt of the information from the organizer; in this case, the organizer is entitled to claim a cost contribution from the exhibitor amounting to 25% of the participation fee. Should the organizer be responsible for the cancellation of the event, the exhibitor is not under an obligation to pay the participation fee. Should the organizer have to shorten a the duration of an event once it is already in progress due to a case of force majeure or due to reasons for which the organizer is not responsible, the exhibitor is not entitled to any partial or full repayment or a waiver of payment claims by the organizer. The organizer shall not be liable in the event of the cancellation, relocation or rescheduling as a consequence of force majeure, in particular in the event of catastrophes, environmental damage, war, riots, terror, third-party crimes, employment disputes, energy shortages etc.

## VIII. Guarantee

Complaints issued on the grounds of any possible defects in the stand or the exhibition area must be forwarded to TFC in writing without delay following occupation, at the latest on the last day of preparatory assembly, thus enabling TFC to rectify any possible defects. Complaints issued at a later date cannot be recognized, and shall not lead to any claims being made against TFC.

## IX. Miscellaneous

(1) The exhibitor may only set-off claims against TFC if these relate to claims arising out of § 537 or § 538 BGB (German Civil Code). In other respects only if the exhibitor's counterclaim is uncontested or recognized by declaratory judgment. The exhibitor may only assert a right of retention insofar as this is based upon claims arising out of the present agreement.

(2) Claims of the exhibitor shall have a 6-month period of limitation. The period of limitation shall start at the end of the month during which the final day of the respective event falls.

(3) The exhibitor has to ensure that his exhibition stand is presented in a typical manner throughout the exhibition. This includes the stand make-off with walls, presence of stand personnel and display of exhibits and promotional material on the stand. Failure to meet these terms will result in a flat fee fine of 5,000 EUR. In addition any damages over and above this amount which can be proved by the organizer may be charged to the exhibitor.

## X. Place of Performance and Place of Jurisdiction

The place of performance shall be Frankfurt, Germany. For all current and future claims arising out of the business relationship with merchants, including claims based on bills of exchange or cheques, the exclusive place of jurisdiction shall be Hamburg.

The same place of jurisdiction shall apply in the event of the exhibitor not having a general place of jurisdiction within Germany, in the event of his relocating his domicile or ordinary place of residence abroad or in the event of his domicile or ordinary place of residence not being known at the time of the issuing of the complaint.

## XI. Applicable Law

The applicable law shall be exclusively the law of the Federal Republic of Germany.

1. **Title of event**  
Africa Sourcing and Fashion Week (ASFW)
2. **Fair management / organization**  
Trade and Fairs East Africa Ltd.  
PO Box 25958-00100  
Nairobi / Kenya  
and  
Trade and Fairs Consulting GmbH (TFC)  
Feldpreul 33  
61191 Rosbach / Germany
3. **Venue**  
Millenium Hall, Addis Abeba / Ethiopia
4. **Duration of exhibition and opening hours:**  
Saturday, November 9 to  
Tuesday, November 12  
daily 10 a.m. – 6 p.m.
5. **Assembly dates**  
For exhibitors without Turnkey Stand:  
6 – 8 November 2019, 8 a.m. to 6 p.m.  
For exhibitors with Turnkey Stand:  
7 – 8 November 2019, 8 a.m. to 6 p.m.
6. **Dismantling dates**  
November 12, 2019 as of 6 p.m.  
Dismantling to be finished by:  
November 13, 2019, 6 pm
7. **Product groups / categories**  
See page 4 of this application for
8. **Space rentals**  
The following rates per square meter:  
Area only: 170,- €  
Fully Equipped booth: 195,- €  
Advance booking discount for applying before Feb. 29, 2019: 10 % of the floor space  
Minimum stand space: 9 sqm.  
Registration Fee: 0,- € €  
Co-exhibitor charge: 500,- € €  
The fee may be charged by TFC.
9. **Terms of payment**  
50% of stand rent invoice is due without deduction immediately after the date they are issued. The remaining 50% is due a month later but latest on June 30, 2019. The execution of this contract and its countersigning by TFC is deemed conclusive evidence of the exhibitors' agreement to pay the full fees due. The application is non-cancellable by the exhibitor. Invoices for miscellaneous services or for supplies ordered separately are due at the time the services were rendered or the supplies provided, but not later than the date they were issued. All due dates are to be fully complied with. The full and timely payment of the participation fee by the due date is the pre-requisite for taking possession of the exhibition space by the exhibitor. No factual deviation from this rule shall be deemed to be a waiver or postponement of payment. Any objections to the invoice shall only be considered if made within 14 days of the date of the invoice and in writing.
10. **Exhibition program/sales regulations**  
ASFW is a business to business event. Direct selling is prohibited. The sale of exhibits on the last day in particular is forbidden before 5.00 p.m. In the case of infringements, TFC reserve the right to exclude the relevant exhibitors from the following event.
11. **Stand design**  
Stand walls, floors, the walls of the halls, columns, installations (water, electrical, etc.) and pre protection installations may not have things stuck or nailed to them or be painted or damaged in any other way. Any damages occurring are to be borne by the exhibitor and will be charged to the exhibitor. Any installations (water, electrical, etc.) and fire protection installations and columns located within the allocated stand area are to be left accessible at all times. Floor coverings must be fixed to the floor with the aid of double-sided tape.
12. **Catalogue**  
The standard catalogue entry is included in the registration fee. For advertising rates, please refer to the application form.
13. **Combating product piracy**  
The exhibitor makes a binding and irrevocable declaration that the products exhibited by him were created by himself or that the products are admissible copies or reproductions of other suppliers or other third parties. Furthermore, the exhibitor undertakes to respect the preferential industrial property rights of third parties. If the exhibitor is informed of such an infringement of property rights in a proper manner during participation at the event, the exhibitor undertakes in advance to remove products affected by this from his stand. The exhibitor takes explicit note that, in the event of an infringement of this obligation, TFC is entitled to exclude the exhibitor from further participation at the ongoing or future events if the relevant conditions in accordance with the special conditions of participation of the event are fulfilled.

## ORGANIZERS:



Trade and Fairs Consulting GmbH

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