

Confidential

Who are you?

■ Company

Corporate name _____

Address of the head office _____

Contact person _____

Function in the company _____

Phone _____ Fax _____

Email _____

Web Site _____

Agents _____

Company's foundation date _____

Turnover for the last two years in US \$ and running meters 2006 \$ _____ running meters _____

2007 \$ _____ running meters _____

Total number of employees _____

a) in administration _____

b) in manufacturing _____

c) in sales _____

d) in development/design _____

Total size of production site _____

(in square meters)

■ Material

You are mainly producing (indicate with percentage):

Fabrics, silk _____% Fabrics, linen _____% Embroidery/Lace _____%

Fabrics, cotton _____% Fabrics, silky aspects _____% Accessories _____%

Fabrics, denim _____% Functional Fabrics _____% Design/Styling _____%

Fabrics, wool _____% Fabrics, knitted _____% Other (please specify) _____%

Fabrics, eco-friendly _____% _____

Please specify (organic cotton, bamboo, certificates...)

■ Booth Size

What size space do you require?

3m x 3m 3m x 4m 3m x 6m 3m x 9m 6m x 6m Larger than 6m x 6m

- Are you producing yarns/fibres? No
 Yes

- If you produce yarns, which ones? Weaving yarns
 Knitting yarns

- Do you produce yarns/fibres for: Your own use
 For sale

- Are you using Lenzing/Tencel fibres? No
 Yes

- Are you a garment manufacturer? No Yes Own collection In demand

- Do you provide a full package service? No
 Yes

- Are you a manufacturer of home and household textiles? No Yes Please indicate the percentage _____ %

Production/Capacities

1a) Spinning _____
(number of spindles and annual capacity in tons)

1b) Weaving _____
(number of looms and annual capacity in running meters)

1c) Knitting _____
(number of knitting machines and annual capacity in tons)

1d) Printing _____

1e) Finishing _____

2) Production in meters 2006 _____ 2007 _____

■ Price range of main items (from/to) _____

■ Percentage of qualities/
designs in a new collection per season _____

■ Percentage of new colours
per season (main colour card) _____

■ Please list a few customer references _____