



***AFRICA's PREMIER ANNUAL TRADE SHOW***  
***For the Cotton, Textile, Apparel & related Industries***

**3rd – 5th November 2016**

**Forello Expo Centre, Antananarivo – Madagascar**

Please fill in the registration form and return it to the Secretariat latest by the **1<sup>st</sup> September 2016**.

**ORGANIZERS**

**African Cotton & Textile Industries Federation (ACTIF)**

TRV Office Plaza, 3rd Floor, Suite 3A

P.O. Box 1249-00606, Nairobi, Kenya

Tel. (254) 725 038884 or (254) 733 247052

**Email:** [info@originafrica.org](mailto:info@originafrica.org)

**Website:** [www.originafrica.org](http://www.originafrica.org)

# CONTRACT & REGISTRATION



Company Name: \_\_\_\_\_  
Contact Person: \_\_\_\_\_  
Address: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_  
VAT number: \_\_\_\_\_ Business Reg. no.: \_\_\_\_\_

\*The address you provide will be used for invoicing

Fascia Name as you would like it to appear on your Exhibition Booth (**Maximum 22 Characters / Space**)

## EXHIBITORS (Please choose **A or B**):

**A) Fully Equipped Standard Booth (min. 9 sq.m): Standard Booth Package:** Stands include soft walls (pipe and canvas) 1rack, 1spotlight(150w) &1 16A plug, 1table, 2chairs, energy supply (3 KW, incl. consumption), fascia, waste bin, 2 exhibitor badges, general area cleaning and hall security.

Space Booked \_\_\_\_\_ SQM X USD 220 = \_\_\_\_\_

**OR**

**B) Space only (min. 18 sqm):** Indoor floor space base rate including: General aisles cleaning and general security of the halls: (2 exhibitor badges for every 9sqm)

Space Booked \_\_\_\_\_ SQM X USD 195 = \_\_\_\_\_

**Additional Charges:** 10%, 20% and 30% will be charged for all corner (2 sides open), head (3 sides open), or island (all sides open) stands respectively and are subject to availability

## ADVERTISEMENTS IN THE EXHIBITION CATALOGUE: Artwork must be provided at least 30 days before the event.

A) Full Page USD 1140 = \_\_\_\_\_

B) Half Page USD 720 = \_\_\_\_\_

**SEMINAR PARTICIPANTS:** Authorizes participant access to all seminars and the Trade Expo (Note: Exhibitors receive 2 complimentary badges)

No. of Seminar participants \_\_\_\_\_ X USD 100 per person = \_\_\_\_\_

**TOTAL AMOUNT in USD** = \_\_\_\_\_

I, the undersigned, representing \_\_\_\_\_ will be exhibiting in **The ORIGIN AFRICA 2016 TRADE SHOW** and declare that I am aware of the Terms and Conditions governing the exhibition and agree to abide to them.

## Payment Schedule & Procedure

50% of total charges must be paid immediately upon receipt of the invoice. Remaining total charges are to be balanced by latest 30<sup>th</sup> September 2016. The execution of this contract and its receipt by ACTIF 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 ACTIF having incurred expenses as a result of the contract/application, is not required to refund any of the fees and that ACTIF is also entitled to any unpaid amounts that may be owing by the applicant to ACTIF. With this signature we that we have read, understand and accept the Terms and Conditions.

NAME

SIGNATURE

DATE & RUBBER STAMP



# PRODUCT GROUPS

---

Exhibits will be categorized in the following product groups:

Please mark 'X' where appropriate:

## Fibre, Textile & Apparel

- Fibres
- Textiles
- Trims and Findings
- Mens-wear
- Ladieswear,
- Baby & Childrenswear
- Fashion Accessories
- Performance and Technical Textiles
- Corporate Wear
- Fashion Designers & Brands
- Associations, Promotional Entities
- Logistics and Shipping
- Services (Please describe) .....
- Other (Please describe) .....

## Technology

- Textile Machinery
- Apparel Machinery
- Laboratory Equipment and Product Testing Services
- Embellishment Machinery, Products and Services
- Bonding, Separating Laminating Coating equipment
- Planning, Control and Monitoring Processes and Systems
- Purification, Recycling & Disposal Technologies and Equipment
- Quality Assurance & Auditing
- Services (Please describe) .....
- Other (Please describe) .....

## Accessories, Home, Gifts

- Home Textiles
- Furniture & Upholstery
- Floor and Wall
- Bath and Beauty
- Jewellery
- Bags, Belts, Ties, Scarves
- Jewellery
- Gifts
- Handcrafted Items (Please describe) .....
- Other (Please describe) .....



# Terms and Conditions

---

The African Cotton & Textile Industries Federation (ACTIF), Forello Expo, and any of their members, directors, officials, agents, employees or servants shall not be liable to any visitor for any loss of, or damage to property, or for any personal injury or the death of any person, howsoever arising and whether caused by reason of default or negligence of any of the said persons.

## **Admission**

Admission is solely at the discretion of the Organizers

Admission becomes valid upon receipt of the duly completed application form and after payment of all amounts due.

At least 50% of total charges must be paid immediately upon receipt of the invoice and any balance remaining must be settled by **30<sup>th</sup> September 2016**.

An applicant who cannot exhibit for reasons beyond their control will not be entitled to any reimbursement by the Organizers. However, if the Organizer is successful in sub-letting the booth to a third party, the former tenant will be reimbursed up to 50% of his total participation fees.

In case of "force majeure" rendering it impossible to hold the exhibition, the Organizer has the right to cancel the event in giving written notice to all registered exhibitors. In such event, the exhibitors will have no claim for compensation or damages. Money remaining after settlement of all expenses incurred will be divided amongst exhibitors in proportion to the sums contributed by them and on express understanding that they have no remedy whatsoever at law against the Organizers.

## **Obligations and Rights of Exhibitors:**

The exhibitor is entitled to set up their booth/s on **Wednesday 2nd November 2016 from 08H00 till 20H00**. Should additional set up time be required, please contact the Organisers who will make every effort to arrange accessibility.

All samples, exhibition goods and decorations must be removed by **12:00 on Sunday 6<sup>th</sup> November 2016**.

The exhibitor is responsible for the decoration of his individual booth and for the transport, reception and dispatch of his packages and for the checking of their contents. Samples or gifts will only be distributed at the booth of the exhibitor.

The exhibitor shall exhibit only materials, products or services linked with the product category indicated on the application form.

Exhibitors are not permitted to advertise a firm, which is not exhibiting, nor sub-let all or a part of the space allocated to the without the prior written approval of the Organizers.

Exhibitors will be responsible for the cleanliness and good appearance of their booth and shall ensure that it is adequately staffed during the opening hours of the exhibition.

Exhibitors must conduct themselves so as to avoid inconvenience, discomfort or damage to other exhibitors or visitors.

Exhibitors will be responsible and liable for any damage they cause.

## **Obligations and Rights of the Organizer:**

The Organizers are responsible for the overall decoration and daily cleaning of the Venue

The floor plan and allocation of stands is the sole responsibility of the Organizers. While every effort will be made to accommodate special requests, these cannot be guaranteed at the time of booking. Exhibitors are urged to book and advise any special requests as early as possible as space and position will be based on a first come first served basis.

The Organizer reserve the right to refuse entry to any person without being required to give a reason.

## **Hours – Thursday 3rd November to Saturday 5th November 2016**

Seminars : 08:30 to 10:00

Trade Fair : 10:00 to 18:00

## **6. Insurance**

The exhibitor must at his own expense subscribe an insurance policy covering all risks, which he may incur, or occasion in his own stand. The Organizer is deemed to be absolved from all liability in this connection including loss, theft or damage of any kind.

## **7. Application of the rules**

By signing an application form, the exhibitor accepts the provisions of these rules and all such new regulations as may be imposed by circumstances and adopted in the interest of the exhibition by the Organizers.

Any infringement of these rules or of any complementary regulations decreed by the Organizer in the interest of the exhibition will entail the debarring of the offending exhibitor at the sole discretion of the Organizer.

The Court of Madagascar alone will be competent in the event of dispute.



## African Cotton & Textile Industries Federation

3A, TRV Office Plaza, Muthithi Road, Westlands, Nairobi,  
Kenya PO Box 1249 – 00606, Sarit Centre, Nairobi, Kenya  
[www.actifafrica.com](http://www.actifafrica.com) ~ [www.cottonafrica.com](http://www.cottonafrica.com)



19<sup>th</sup> September 2016

TO WHOM IT MAY CONCERN

**REF: ORIGIN AFRICA 2016 TRADE EXPO**

The Board of Directors, Africa Cotton & Textile Industries Federation (ACTIF) has great pleasure of informing you that **ORIGIN AFRICA 2016** which will this year be held at the Forello Expo Centre, Antananarivo, Madagascar from 3<sup>rd</sup> - 5<sup>th</sup> November 2016.

Origin Africa, now in its 7<sup>th</sup> year, has established itself as Africa's Premier Trade event for the cotton, textile and apparel industries. We offer an unparalleled value proposition bringing together exhibitors from across the continent, sourcing professionals and buyers from all major regional and international markets and potential investors keen to expand their manufacturing capacities.

Africa is frequently being described by industry specialists and decision makers as "**The Next Major Sourcing Destination**" for textiles and apparel products. Origin Africa 2016 provides the ideal opportunity to explore this dynamic and rapidly expanding region. We anticipate in excess of the 180 exhibitors from 25 countries who attended our 2015 event as well as Senior Government officials from multiple African countries and Regions (including COMESA, EAC and SADC), international trade policy specialists, international NGO's, trade, investment and support institutions.

We sincerely like to request you to inform you community living in Antananarivo and its environs about the trade expo as we would like them to come and capturing the spirit, style and innovation of modern Africa. Entrance to the trade expo is free, while we shall also be having Seminars daily.

Feel free to get in touch with Ms. Belinda Edmonds [belinda@actifafrica.com](mailto:belinda@actifafrica.com) or Ms. Nancy Bwore: [nancy@originafrica.org](mailto:nancy@originafrica.org) who will answer any queries and assist you with any further information.

Yours Sincerely,

Belinda Edmonds

**EXECUTIVE DIRECTOR**





# African Cotton & Textile Industries Federation

3A, TRV Office Plaza, Muthithi Road, Westlands, Nairobi,  
Kenya PO Box 1249 – 00606, Sarit Centre, Nairobi, Kenya  
[www.actifafrica.com](http://www.actifafrica.com) ~ [www.cottonafrica.com](http://www.cottonafrica.com)



## BACKGROUND

Global FDI in the Textile & Clothing market was estimated to be worth US\$ 24 billion in 2013, a 100% increase from 2012, it is anticipated that global economic growth will be driven by Emerging Markets with annual consumption expected to reach USD 30 Trillion by 2025. Increasing production costs in Asia, combined with social, environmental and workplace concerns challenge international textile and apparel buyers to find “new frontiers”. The potential for Africa to meet the opportunities presented in this changing economic landscape are the focus of several studies and considerable attention.

Several sub-Saharan Africa countries enjoy generous preferential trade agreements with major international markets. In 2015 the African Growth and Opportunity Act (AGOA), which allows duty-free access to the US market, for a wide variety of products, including textiles and apparel, was extended for 10 years. Also extended for 10 years was the “third country fabric” provision – this allows apparel manufacturers from almost all the AGOA eligible countries to source raw materials from almost anywhere in the world without compromising the duty-free status of their production.

Economic Partnership Agreements (EPA) provide similar duty-free and quota access to the European Union, while Canada, China, India, Japan and Australia accord imports from Lesser Developed Countries (LDCs) similar relief.

Many African Governments have identified the textile and apparel sectors as strategically important to create employment and encourage investment. Liberalised economic and foreign exchange policies, investment guarantees coupled with generous investment incentives and comprehensive support structures are attracting foreign investment targeted to address low productivity and infrastructure bottlenecks. Key criteria for potential investors and sourcing experts, such as abundant labour, competitively priced land and buildings, low cost consistent power supply and sound labour and environmental policies are already in place.

Implementation of regional blocs allowing for the free movement of goods and people promote intra-regional trade and improve accessibility to inputs. The COMESA Tri-Partite Free Trade Agreement being negotiated and implementation targeted to commence in 2017, not only will trade within Africa increase, but will also result in a significant consumer market developing.

## MADAGASCAR – Our Host for 2016

Madagascar has a flourishing textile and garment industry producing extremely diverse products exported all over the world.

With privileged access to all major regional and international markets the Madagascar textile and garment industry employs over 100 000 workers with exports reaching \$ 500 million in 2015. Over 90 factories produce a wide range of products for large retailers, catalogues, brands and haute couture brands.

## MADAGASCAR – Fact Sheet

- 100,000 workers employed in over 90 factories
- US\$500 million textile and apparel exports in 2015, exports to USA grew 3-fold in 2015 from US\$17million in 2014 to US\$50million in 2015. Exports to EU reached US\$350million in 2015
- Preferential Trade Agreements with SADC, EU, USA, Australia and COMESA
- Extensive Product Range including cotton & synthetic knits and wovens, denim tops & bottoms, cashmere, cotton, lambswool, merino & acrylic sweaters, technical & performance garments, sleepwear, costumes etc.
- Experienced Suppliers to international retailers and brands including M&S, Inditex group (Zara), American Eagle, Trois Suisses, Monoprix, Woolworths, Mr Price, Foschini Group, Kardstadt, Arcadia Group, Vente Privee.com, Peter Hann, Kaufhof, One Jeanswear Group, Puma, Addidas, Petit Bateau, Orchestra, Celio, Levis, Wrangler, Jordache Group, Perry Ellis, Kenzo, Agnes B, Baby Dior, Celine, Vanessa Bruneau, Hermes, Zadig et Voltaire etc

**ORIGIN AFRICA 2016** will surprise you as we showcase the volume, diversity, skills, innovation, style and competitiveness available in Africa

