



MAINE INTERNATIONAL TRADE CENTER

Marketing Maine To The World

2010 State of Maine Trade Mission to France

October 2-6, 2010

Matchmaking Registration Form

Please fill out as completely as possible and submit via fax or email to Jeff Bennett at (207) 541-7420 / jbennett@mitc.com

Company: _____

Contact: _____ Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

Email: _____ Website: _____

COMPANY BACKGROUND:

Year Est.: _____ No. of Employees: _____ Annual Sales: _____

Activity:

___Manufacturer ___Distributor/Wholesaler ___Other:_____

If your firm is a subsidiary, please indicate the parent or holding company:

Is your company new to export? _____

Does your product/service meet a 51% US content minimum requirement? _____

PRODUCT OR SERVICES:

Please provide a brief description of your product / service (HS code if applicable).

**2010 State of Maine Trade Mission
Registration Form, Page 2**

CURRENT ACTIVITY / PLANS FOR FRANCE:

Describe your objectives for matchmaking, including type of business/organization appointments sought, and your desired results (e.g. with agents, distributor / wholesalers, end users or other ideal profiles):

Please describe any preferences, requirements, or pre-qualifications ideal prospects must have, such as English language ability, size, coverage, investment, etc.

Please briefly describe your main selling point(s) as you would like them described to a potential partner.

**2010 State of Maine Trade Mission
Registration Form, Page 3**

List significant end users and key customers of your product/services in the USA and abroad:

Please list major US & foreign competitors for your product/service:

To your knowledge, have your products / services already been imported and marketed in France? ___Yes ___No

Does your firm already have representation in France and/or for your product/service?
___Yes ___No

If yes, provide contact information and countries covered:

If represented, has the representative been notified of your Matchmaking Service? ___Yes ___No

Does this representative handle your product / service on an exclusive basis?
___Yes ___No

**2010 State of Maine Trade Mission
Registration Form, Page 4**

How is your product typically distributed and marketed in the United States (and in other countries if applicable)? What related products might an agent/distributor also handle?

Please provide information regarding any parties in France which you have already had contact or communication with regarding the product or service which is the subject of this Matchmaking. Also include information regarding specific organizations or individuals you wish to meet:

Please provide information regarding any parties or types of businesses in France which you do not wish your Trade Specialist to contact in connection with this matchmaking and the reasons therefore:

Areas of Interest (please indicate as many as apply):

<input type="checkbox"/>	New Sales Leads/Prospects	<input type="checkbox"/>	Research & Development
<input type="checkbox"/>	International Market Development	<input type="checkbox"/>	Technology Transfer & Commercialization
<input type="checkbox"/>	Market Research	<input type="checkbox"/>	Sourcing New Materials, Equipment & Services
<input type="checkbox"/>	Joint Ventures	<input type="checkbox"/>	Access to Investment Capital

