

SECTION 3 – COMPANY OBJECTIVES AND PROFILE

Trade Mission to Mid-West US – February 22-26, 2016

The information provided in this section will be included in the Directory of Participants and used by Trade Team PEI officials and partners to arrange business meetings for your company. We strongly recommend you provide as much detail as possible so that our team can effectively help you achieve your company's objectives for this mission.

Complete and email this form to **Sheri Lee McKenna @ samckenna@gov.pe.ca by December 22, 2015.**

Note that we will not begin arranging your meetings until we have received the complete registration package.

(Complete one form per organization)

PARTICIPANT(S) CONTACT INFORMATION:

(Provide contact info for all participating company representatives)

Company / Organization:

Participant name(s) and title(s):

Telephone (include area code):

Email(s):

Website:

COMPANY OBJECTIVES (Check all that apply to your company)

1) Experience

- New exporter
- Experienced exporter but new to this market
- Experienced exporter currently doing business in this market but interested in expanding our network

2) Type of company

- | | |
|---|---|
| <input type="checkbox"/> Small- or medium-sized enterprise | <input type="checkbox"/> Other : |
| <input type="checkbox"/> Large enterprise | <input type="checkbox"/> Foreign subsidiary of a Canadian company |
| <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Young entrepreneur |
| <input type="checkbox"/> Wholesaler/Distributor | <input type="checkbox"/> Aboriginal-owned (51%) |
| <input type="checkbox"/> Service provider (e.g. financial; legal) | <input type="checkbox"/> Woman-owned (51%) |
| <input type="checkbox"/> Research institute | <input type="checkbox"/> Association |
| | <input type="checkbox"/> Educational institution |

3) Sectors (please specify in the spaces provided)

- | | |
|--|---|
| <input type="checkbox"/> Agriculture and processed foods | <input type="checkbox"/> Life sciences |
| <input type="checkbox"/> Fish and seafood | <input type="checkbox"/> Sustainable technologies |
| <input type="checkbox"/> Information and communications technologies | <input type="checkbox"/> Other |

4) Describe the products and/or services your company intends to promote on this mission.

5a) Identify your company's main objective(s) for the trade mission.

- Finding a sales representative/distributor/agent
- Finding investment opportunities
- Finding joint venture, technology partner(s)
- Exposure to new business prospects
- Product testing/market research
- Immediate export sales
- Build on existing relationships
- Labor recruitment
- Other

5b) Elaborate on the objective(s) you have identified above.

6) If you are already doing business in this market, what are the products and/or services exported and what experience have you had?

7) During the trade mission or show, we would like to highlight some of Canada's successes. If you are doing business in the region, do you have any success stories that can be shared with local contacts?

8) Are there other markets in the region that you wish to pursue? (If yes, please specify)

COMPANY PROFILE

We ask that you provide a brief profile of your company which will be used for the purpose of this mission.

In order to fully maximize your networking opportunities, we encourage you to provide a profile that targets potential clients in the market(s), and includes the information in the example below.

PARTICIPANT(S) CONTACT INFORMATION:

(If you have multiple company representatives participating in the mission, please list all of them.)

Example:

Company
Mr. John Smith
President
John.smith@xyz.com (participant)
123 Trade street
Ottawa, On K1A 1B2, Canada
Tel: 902-999-9999
Website: www.exporter123.ca

COMPANY PROFILE (word count max 100):

(The information you enter in this section will be published in the Directory of Participants)

Example: Your organization's business activities, products and/or services which you would like to promote on this mission. Your organization's experience in the target market.

OBJECTIVES (word count max 50):

(The information you enter in this section will be published in the Directory of Participants)

Example: Your organization's specific objectives for this mission (e.g. export of products/services, procurement of a distributor/agent/representative, identification of investment opportunities, market assessment, etc.).

CONTACT INFORMATION OF LOCAL REPRESENTATIVE/AGENT (if applicable):

(If the representative is participating in the business program, he/she must register)

Example:

Name, title
City
Tel
Email

EMERGENCY INFORMATION – who we should contact in case of an emergency:

Name

Phone

Address

Email