

# Exhibitor Pre-Qualification Form

MAISON  
&OBJET  
PARIS

RESERVED ID : ..... CIAL : ..... Secteur : ..... Surface : .....

## Company Details

Company name : .....

Contact name: .....

Position: .....

Address: .....

Post Code: .....

Town/City: .....

Country: .....

Tel. : .....

Fax : .....

E-mail : .....

Web address : .....

You are a:

Crafts person  Designer  Manufacturer

Importer  Agent

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## What Your Company does:

### 1 AREA OF BUSINESS:

Interior Decoration  Furniture  Tableware

Fabrics  Accessory & Gift

Please give a little more detail : .....

Which of these categories would best describe your collections:

Unique creations  Luxury

Top of the Range  Mid-range  Mass market

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## 2 COMPANY TURNOVER:

- Turnover in your home market: .....

- Turnover from export sales: .....

- Main export destinations (in order of importance)

1/..... Share of total T/O in %:.....

2/..... Share of total T/O in %:.....

3/..... Share of total T/O in %:.....

4/..... Share of total T/O in %:.....

5/..... Share of total T/O in %:.....

**3 TOTAL NUMBER OF EMPLOYEES:** .....

## 4 IS YOUR COMPANY A SUBSIDIARY OF A LARGER GROUP ?

Yes  No

Name of group: .....

Country of origin of your parent group: .....

Consolidated turnover of your parent group: .....

Total number of employees in your group: .....

## 5 MAIN PRODUCTION SITES:

Town/City ..... Country ..... Number of employees: .....

Town/City ..... Country ..... Number of employees: .....

Town/City ..... Country ..... Number of employees: .....

## 6 DO YOU HAVE SUBSIDIARIES IN OTHER COUNTRIES? :

Yes  No

Town/City ..... Country ..... Number of employees: .....

Town/City ..... Country ..... Number of employees: .....

Town/City ..... Country ..... Number of employees: .....

Town/City ..... Country ..... Number of employees: .....

Town/City ..... Country ..... Number of employees: .....

## 7 SHARE OF TURNOVER ACCOUNTED FOR

- by trading .....%

- by products manufactured by the company .....%

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## 8 DISTRIBUTION

### Traditional distribution

% of turnover done on Independent outlets:

- |   |   |  |   |
|---|---|--|---|
| <input type="checkbox"/> Furniture .....            | % | <input type="checkbox"/> Interior decoration ..... | % |
| <input type="checkbox"/> Tableware.....             | % | <input type="checkbox"/> Household linen.....      | % |
| <input type="checkbox"/> Lighting .....             | % | <input type="checkbox"/> Art galleries.....        | % |
| <input type="checkbox"/> Chain stores .....         | % | <input type="checkbox"/> Department stores.....    | % |
| <input type="checkbox"/> General supermarkets ..... | % |  |   |

Specialist supermarkets :

- |  |                                      |  |
|--|--------------------------------------|--|
| <input type="checkbox"/> Furniture                 | <input type="checkbox"/> DIY         | <input type="checkbox"/> Interior decoration           |
| <input type="checkbox"/> Garden centres            |                                      |  |
| <input type="checkbox"/> Mail order                | <input type="checkbox"/> Wholesalers | <input type="checkbox"/> Architects/Interior designers |
| <input type="checkbox"/> Other: Hotels/Restaurants |                                      | <input type="checkbox"/> Other : .....                 |

## 9 SALES FORCE:

Your sales force is made up of:

- |  |           |
|--|-----------|
| <input type="checkbox"/> Full-time sales representatives | N°: ..... |
| <input type="checkbox"/> Shared self-employed reps.      | N°: ..... |
| <input type="checkbox"/> Exclusive self-employed reps.   | N°: ..... |

## 10 DOES YOUR COMPANY HAVE AN EXPORT DEPARTMENT?

- Yes  No

Number of employees working exclusively in this department:.....

## 11 DOES YOUR COMPANY HAVE ITS OWN POINTS OF SALE?

- |  |                              |                   |
|--|------------------------------|-------------------|
| <input type="checkbox"/> Franchised :        | No. of points of sale: ..... | Brand name: ..... |
| <input type="checkbox"/> Under its own name: | No. of points of sale: ..... | Brand name: ..... |
| <input type="checkbox"/> Factory shop:       | No. of points of sale: ..... |                   |

## 12 ECO-LABEL

Have your products obtained an eco or green label?  Yes  No

If yes which one? .....

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## Your attendance at MAISON&OBJET

### 13 EXHIBITIONS YOU ATTEND REGULARLY:

FRENCH EXHIBITIONS ----->Exhibition hall		FOREIGN EXHIBITIONS ----->Exhibition hall	
<input type="checkbox"/> Batimat (Paris).....	.....	<input type="checkbox"/> 100% Design (Londres).....	.....
<input type="checkbox"/> Bijorhca (Paris).....	.....	<input type="checkbox"/> Abitare il tempo (Verona).....	.....
<input type="checkbox"/> Bisou (Nice).....	.....	<input type="checkbox"/> Ambiente (Francfort).....	.....
<input type="checkbox"/> Elec (Paris).....	.....	<input type="checkbox"/> Decorex (Londres).....	.....
<input type="checkbox"/> Equip'Hôtel (Paris).....	.....	<input type="checkbox"/> Domotex (Hanovre).....	.....
<input type="checkbox"/> Meuropam (Lyon).....	.....	<input type="checkbox"/> Expohogar (Barcelone).....	.....
<input type="checkbox"/> Mode Créateurs (1ere classe, Paris sur Mode, Atmosphère...) .....	.....	<input type="checkbox"/> Ideas y Pasion (Valence, Epagne).....	.....
<input type="checkbox"/> PSI (Paris).....	.....	<input type="checkbox"/> SPOGA (Cologne).....	.....
<input type="checkbox"/> Salon du meuble de Reims.....	.....	<input type="checkbox"/> Heimtex (Francfort).....	.....
<input type="checkbox"/> Salons de la Mode (Porte de Versailles).....	.....	<input type="checkbox"/> ICFF ( New-York).....	.....
<input type="checkbox"/> Smac.....	.....	<input type="checkbox"/> Euroluce (Italie).....	.....
<input type="checkbox"/> Tradexpo.....	.....	<input type="checkbox"/> Déco Oh (Bruxelles).....	.....
<input type="checkbox"/> Univers d'enfants.....	.....	<input type="checkbox"/> Incontri (Milan).....	.....
<input type="checkbox"/> Playtime .....	.....	<input type="checkbox"/> Intel (Milan, Italie).....	.....
<input type="checkbox"/> Museum Expression.....	.....	<input type="checkbox"/> Intergift (Madrid).....	.....
<input type="checkbox"/> Architect@Work.....	.....	<input type="checkbox"/> Interieur (Courtrai).....	.....
<input type="checkbox"/> Autres, précisez : .....	.....	<input type="checkbox"/> IAF International Autumn Fair (Birmingham)...	.....
.....	.....	<input type="checkbox"/> ISF International Spring Fair (Birmingham) ...	.....
.....	.....	<input type="checkbox"/> Light & Building (Frankfurt).....	.....
.....	.....	<input type="checkbox"/> Macef (Milan).....	.....
.....	.....	<input type="checkbox"/> IMM (Cologne).....	.....
.....	.....	<input type="checkbox"/> NY Gift Fair (NY).....	.....
.....	.....	<input type="checkbox"/> Pulse (Londres).....	.....
.....	.....	<input type="checkbox"/> PSI (Düsseldorf).....	.....
.....	.....	<input type="checkbox"/> Salon du jouet (Nuremberg).....	.....
<input type="checkbox"/> No other exhibition		<input type="checkbox"/> Salon du Meuble de Milan – I Saloni.....	.....
		<input type="checkbox"/> Christmas world / Paper world / Beauty world (Francfort).....	.....
		<input type="checkbox"/> Decorate life (Francfort).....	.....
		<input type="checkbox"/> Mobel Moscov.....	.....
		<input type="checkbox"/> I Saloni Crocus (Moscov).....	.....
		<input type="checkbox"/> Interdecoração (Porto).....	.....
		<input type="checkbox"/> Exporthome(Porto).....	.....
		<input type="checkbox"/> Salon du meuble de Madrid - FIM.....	.....
		<input type="checkbox"/> Index (Dubai).....	.....
		<input type="checkbox"/> Hotel show (Dubai).....	.....
		<input type="checkbox"/> Tendence (Francfort).....	.....
		<input type="checkbox"/> Cersaie (Bologne).....	.....
		<input type="checkbox"/> Architect@Work.....	.....

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MAISON  
&OBJET  
P A R I S

## 14 PRODUCTS YOU WOULD LIKE TO EXHIBIT AT MAISON&OBJET:

(In order of importance)

1 : ..... 4 : .....  
2 : ..... 5 : .....  
3 : ..... 6 : .....

15 REQUIRED AREA IN M<sup>2</sup> : ..... Minimum : ..... Maximum : .....

## 16 STAND CONFIGURATION:

Length : ..... x ..... Width

Number of open side:       1     2     3     4

Do you already have a stand you want to use at MAISON&OBJET?

Yes  No

If so, we would appreciate to receive some pictures of it.

## 17 IS YOUR PROPOSED ATTENDANCE AT MAISON&OBJET PART OF A SALES STRATEGY AIMED AT:

Increasing the level of business done by your company

Launching in a new range.

Description of the range?: .....

Increasing your sales in the French market

Increasing your export sales

Main export markets targeted : .....

Strengthening your brand image in the press and in the trade

Entering or develop existing sales through distribution channels other than your traditional ones.

Which ones?:: .....

## 18 OVER WHAT PERIOD DO YOU ANTICIPATE EXHIBITING?

6 months (1 MAISON&OBJET show)

1 year (2 MAISON&OBJET shows)

2 ans

Other: .....

## Next sessions:

3 - 7 September 2010

21 - 25 January 2011

Paris-Nord Villepinte

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**Exhibitor Pre-Qualification Form to be returned along with :**

- ⇒ Product catalogue
- ⇒ Professional price list
- ⇒ Stand visuals or photos

**To the following address :**  
**SAFI** - Pre-Qualification Form  
4, passage Roux  
75850 Paris Cedex 17  
France

**Or by fax :**  
International Service: +33 (0)1 44 29 02 40  
Accessories Home Service: Fax +33 (0)1 44 29 02 37

**Or by email :**  
[info@safisalons.fr](mailto:info@safisalons.fr)