



## PRE-QUALIFICATION FORM

**MEUBLE PARIS**  
**3 – 7 SEPTEMBER 2010**  
**PARIS NORD VILLEPINTE**

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

### Company Details :

Company name: \_\_\_\_\_

Contact name: \_\_\_\_\_

Function: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_ City : \_\_\_\_\_

Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax : \_\_\_\_\_

E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

### Representative in France :

Company name: \_\_\_\_\_

Contact name: \_\_\_\_\_

Function: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_ City : \_\_\_\_\_

Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax : \_\_\_\_\_

E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

## 1 – You are a :

- Manufacturer       Subsidiary       Editor       Importer  
 Distributor       Representative       Creator

Company creation date \_\_\_\_\_

Number of employees \_\_\_\_\_

Is your company a subsidiary of a larger group    Yes    No      which one? \_\_\_\_\_

Turnover in your home market      \_\_\_\_\_ %

Turnover from export sales      \_\_\_\_\_ %

Main export destinations (in order of importance)

1 - \_\_\_\_\_      3 - \_\_\_\_\_      5 - \_\_\_\_\_

2 - \_\_\_\_\_      4 - \_\_\_\_\_      6 - \_\_\_\_\_

Main Production sites

1 - \_\_\_\_\_      3 - \_\_\_\_\_      5 - \_\_\_\_\_

2 - \_\_\_\_\_      4 - \_\_\_\_\_      6 - \_\_\_\_\_

## 2 – Sales force:

Full-time sales representatives: Shared \_\_\_\_\_

self-employed representatives: Exclusive \_\_\_\_\_

self-employed representatives: \_\_\_\_\_

Does your company have an export department?    Yes       No

Number of employees working exclusively in this department? \_\_\_\_\_

## 3 – Your representation abroad

Subsidiary Agent	Company name Contact name	Address	Country	Phone / fax

## **4 – Your products:**

### **Brand names:**

1 - \_\_\_\_\_ 2 - \_\_\_\_\_ 3 - \_\_\_\_\_

### **List of products:**

<input type="checkbox"/> Furniture (dining room, living room, bedrooms, etc...) <input type="checkbox"/> Seats <input type="checkbox"/> Bedding <input type="checkbox"/> Auxiliary furniture <input type="checkbox"/> Children furniture <input type="checkbox"/> Office furniture <input type="checkbox"/> Kitchen furniture <input type="checkbox"/> Bathroom furniture <input type="checkbox"/> Storage units	<input type="checkbox"/> Outdoor furniture <input type="checkbox"/> Self-assembly furniture <input type="checkbox"/> Lighting <input type="checkbox"/> Carpets <input type="checkbox"/> Furniture for Hotel, collectivities... <input type="checkbox"/> Others, (please specify): _____ _____ _____
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Which end of the market are your products aimed at:

Beginning of the range: \_\_\_\_\_ % Middle of the range: \_\_\_\_\_ %

Top of the range: \_\_\_\_\_ %

## **5 - Distribution circuits:**

### **Specialist channels**

<input type="checkbox"/> Specialist furnishings <input type="checkbox"/> Living room specialists <input type="checkbox"/> Traditional <input type="checkbox"/> Contemporary <input type="checkbox"/> Furniture / decoration stores chains <input type="checkbox"/> Furniture / decoration retailers <input type="checkbox"/> Show rooms	<input type="checkbox"/> Living room specialists <input type="checkbox"/> Kitchen specialists <input type="checkbox"/> Bedding specialists <input type="checkbox"/> Bathroom specialists <input type="checkbox"/> Other specialist stores: _____
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### **Non-specialist channels**

<input type="checkbox"/> Hypermarkets <input type="checkbox"/> Factory outlets <input type="checkbox"/> DIY Stores	<input type="checkbox"/> Mail-order (catalogue) <input type="checkbox"/> GSA <input type="checkbox"/> Mail-order (internet)
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### **B to B**

<input type="checkbox"/> Department stores <input type="checkbox"/> Wholesalers / Importers <input type="checkbox"/> Hotel industries, restaurants	<input type="checkbox"/> Contract, collectivities <input type="checkbox"/> Consultancy <input type="checkbox"/> Decorators
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## **6 – Communication tools :**

- B to B       B to C  
 General product information  
 Online sales:      Share of turnover generated by the web site: \_\_\_\_\_

### **Exhibitions you attend, visit**

NOM DU SALON	participons, hall	souhaitons y participer, hall	Visites
Export Home Porto			
Salon du Meuble de Milan			
Salon du meuble de Madrid			
Salon du meuble de Valence			
M.O.W.			
IMM – Cologne			
Birmingham Furniture Fair			
Meubelbeurs Bruxelles			
Sun Rimini			
Stockholm Furniture Fair			
ICFF New York			
High Point USA			
Las Vegas Market			
Interiors Moscow			
Hong Kong International Furniture Fair			
International Furniture fair Singapour			
Manila Now			
Cebu X			
Malaysian International Furniture Fair			
Thailand International Furniture Fair			
Furnicraft Indonesia			
Index Dubai			
China Shanghai Furniture Fair			
Other :			

## **7 – Is your attendance at MEUBLE PARIS aimed to:**

- Start the activity of your company
- Launch new collections
- Increase your sales in the French market
- Increase your export sales

Main export markets targeted: \_\_\_\_\_

- Strengthen your brand image in the press and in the trade
- Enter or develop existing sales through distribution channels other than your traditional ones: Which ones: \_\_\_\_\_

## **8 – Your participation at MEUBLE PARIS:**

Which products do you want to exhibit? (in order of importance)

1 - \_\_\_\_\_ 3 - \_\_\_\_\_ 5 - \_\_\_\_\_  
2 - \_\_\_\_\_ 4 - \_\_\_\_\_ 6 - \_\_\_\_\_

Required area in M<sup>2</sup>? \_\_\_\_\_ Minimum : \_\_\_\_ \_\_\_\_ Maximum : \_\_\_\_ \_\_\_\_

Stand configuration? Length: \_\_\_\_\_ m Width: \_\_\_\_\_ m

Number of open side:  1  2  3  4

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

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

**By fax : ++ 33 (0)1 44 29 02 40**

**By email : virginie.perez-vacher@safisalons.fr**

**Or to the following address :**

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