



EXHIBITOR PRE-QUALIFICATION FORM

3 - 7 SEPTEMBER 2010

PARIS-NORD VILLEPINTE

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:

- Creator Distributor Editor Importer
 Manufacturer Representative Subsidiary

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 – What is your annual turnover?

- < à 150 K€
 De 150K€ à 450 K€
 De 450 K€ à 750 K€
 De 750 K€ à 1150 K€
 > à 1150 K€

At the international level%

3 – What part of your turnover do specifiers represents?

- None
 < 5 %
 from 5 to 10 %
 from 10 to 20 %
 from 20 to 30 %
 from 30 to 50 %
 > 50 %

At the international level: %

4 – What is the profile of specifiers you work with?

- Architect
- Consultancies
- Designer, Stylist
- Hotels, Restaurants
- Interior designer
- DISTRIBUTION NETWORK
 - OUTDOOR concept stores
 - Furniture stores
 - Departement stores
 - Mail order
- Others:

5 – Do you have sales people or a department dedicated to specifiers?

- Yes : Function :.....
Name :.....
- No

6 – What kind of communication tools do you use?

- catalogue / specification product sheets
- CD-Rom / usb
- internet website :
www.....
- internet portal :
www.....
- Press :
magazines.....
- Others :
.....
.....

7 – 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? _____

8 – Can you name some of your recent projects

Year of project	Typology of specifier	Specifier's name	Project	Turnover (optional)

9 – Your products :

Your brands :

1 - _____ 2 - _____ 3 - _____

10 – Communication tools:

Internet

Website name: _____

Your site is a:

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

Exhibitions you attend, in the last few months:

.....

11 – Is your attendance at MAISON&OBJET OUTDOOR INDOOR 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: _____

12 – Your participation at MAISON&OBJET OUTDOOR INDOOR:

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

1 - _____ 3 - _____ 5 - _____
2 - _____ 4 - _____ 6 - _____

Required area in M²? _____

Next sessions:

- 3 > 7 september 2010

Exhibitor Pre-Qualification to be returned along with :

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

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