Empire State Development

New York State Department Of Economic Development

E M A S

EXPORT MARKETING ASSISTANCE SERVICE

APPLICATION FORM

(Answer All Questions - Please Type or Print Clearly)

COMPANY DATA:

1. Firm Name: _____

2. Address: _____

_____

3. Telephone: _____ 3a. Fax: _____

3b. e-mail: _____ 3c. Website: _____

4. Contact Person: _____

4a. Title: _____

5. Annual Sales: _____ 5a. *Percentage of Sales Exported:*_____*%*

6. Number of Employees: _____ 7. Year Founded: _____

8. Plant Location(s): Size (in sq. feet)

_____ _____

_____ _____

PRODUCT & EXPORT MARKET INFORMATION:

9. PRINCIPAL PRODUCT LINES (& Harmonized Codes, if known) — PRINCIPAL APPLICATIONS/ *End Users*

_____ _____

_____ _____

_____ _____

10. Which trade show(s) do you/have you participated in?

_____

EMAS REQUIREMENTS:

11. We are seeking: Agents_____ Distributors_____ Other_____
(check appropriate items(s)

12. Profile of an Ideal Agent or Distributor:
(technical and marketing capabilities; facilities; after-sales service; spare parts. etc.):

_____

_____

_____

12a. Which complementary product lines would normally be carried along with your own?

_____

_____

13. Usual Distribution Pattern and Sales Channels for your Products:

_____

_____

14. Principal U.S. and Foreign Competitors:

_____

_____

15. Special Selling Points and Advantages (including Patents, Trade Marks, etc.):

_____

_____

16. Present Export Markets:

_____

_____

17. ***We are applying for EMAS participation in the following market(s):***

Canada: *(Ontario & Québec)* ( )

Europe: For Europe, please select up to 6 individual markets from the following, then rank your priority according to Region

Priority (1, 2, 3, 4) Region

___ Western Europe: *United Kingdom ( ) Ireland ( ) France ( ) Germany ( ) Italy ( ) Spain ( ) Benelux ( )*

___ Scandinavia: Denmark *( ) Norway ( ) Sweden ( ) Finland ( )*

___ Central Europe/New EU markets: *Czech Republic/Slovakia ( ) Hungary ( ) Poland ( ) Baltics (Estonia, Latv., Lith.) ( )*

___ Emerging Eastern Europe: *Bulgaria ( ) Romania ( ) Russia ( )*

Latin America: *Mexico ( ) Brazil ( ) Chile ( )* **South Africa:** ( )

Turkey ( ) **Israel** ( ) **China** ( ) **India** ( ) **Australia/New Zealand** ( )

18. Please indicate previous or present representation, export sales efforts, successes, and problem areas (if any) to date in the markets selected above:

_____

_____

_____

I hereby certify that the products for which representation is sought under EMAS are produced in New York State.

SIGNED: DATE:

_____ _____

NAME: TITLE:

_____ _____

*Mail completed Form + **one set of your sales literature** to:*

NEW YORK STATE DEPARTMENT OF ECONOMIC DEVELOPMENT
International Division - (Attn. EMAS)
633 Third Ave.
New York, NY 10017