



Join South Carolina at the Paris Air Show Le Bourget June 19-25, 2017

Why Participate

- Exposure to 150,000 trade visitors and more than 2,000 companies from 48 countries
- Pre-scheduled business meetings with buyers and potential partners from around the world

Benefits to Company

- Significant cost-savings by joining Team SC
- Kiosk space to display company graphics and marketing collateral
- Access to meeting space and lounge area
- Booth coordination and logistics support before and during the event
- Potential reimbursement for booth space and travel for Export Incentive recipients.

For more information contact:

Anita Patel, S.C. Department of Commerce
apatel@SCcommerce.com or (803) 381-7079

Deborah Cameron, SC Aerospace
dcameron@SCcompetes.org or (303) 330-3599

APPLY by: **February 28, 2017**

The South Carolina Department of Commerce will sponsor a booth at the Paris Air Show to promote the Palmetto State for foreign investment projects and help South Carolina companies reach the world's aerospace markets.

SCDOC and SC Aerospace are recruiting South Carolina companies to participate in the Paris Air Show with Team South Carolina.

Requirements

Space is limited to eight South Carolina companies. To be considered you must be a manufacturer or service provider in the aerospace/aviation industry and have a facility in South Carolina.

Expected costs to the company are approximately \$8,000 for booth space.

Companies will be responsible for hotel (reserved block) and airfare expenses. Companies who qualify for assistance will be reimbursed after the event.

Paris Air Show Le Bourget

June 19-25, 2017

Questionnaire

Company Name	
Street Address:	
City	Zip Code
County:	Website:
Primary Contact:	Title:
Contact Tel:	Contact E-mail:
Alternate Contact:	Alternate Contact Title:
Alternate Contact Tel:	Alternate Contact E-Mail
Company Activity: <i>(Please select all that apply)</i>	
<input type="checkbox"/> Manufacturer <input type="checkbox"/> Service Company <input type="checkbox"/> Other <i>(please specify):</i> _____	
Year Established:	Corporate Headquarters in SC: <input type="checkbox"/> Yes <input type="checkbox"/> No
Number of employees (FTE) in S.C.:	Number of (FTE) Employees Globally:
If your company is foreign owned, please indicate the parent company and country.	
<input type="checkbox"/> Yes <input type="checkbox"/> No Parent Company: _____ Country: _____	
Please indicate the range of your company's annual sales:	
<input type="checkbox"/> Less than \$250,000 <input type="checkbox"/> \$250,000 to \$500,000 <input type="checkbox"/> \$500,000 to \$1 Million <input type="checkbox"/> \$1 to \$5 Million <input type="checkbox"/> \$5 to \$10 Million <input type="checkbox"/> \$10 to \$25 Million <input type="checkbox"/> Over \$25 Million	
Approximate percentage of export sales: <input type="checkbox"/> 0% <input type="checkbox"/> 1-5% <input type="checkbox"/> 5-10% <input type="checkbox"/> 11-25% <input type="checkbox"/> 26-50% <input type="checkbox"/> >50%	
What is your export experience? <input type="checkbox"/> New to Export (0 to 2 markets) <input type="checkbox"/> Experienced Exporter	
Brief Company Description: <i>(please feel free to attach additional information)</i>	

Who are your major competitors abroad?	
Describe the product/service(s) you seek to export, including its competitive advantages and unique selling proposition. Include its applications and unique features that differentiate your product from that of the competition.	
Have you/your company visited other airshows? <input type="checkbox"/> Dubai Airshow <input type="checkbox"/> Singapore Airshow <input type="checkbox"/> Beijing Airshow <input type="checkbox"/> Other (please specify) _____	
Select the objectives you plan to achieve on this trade event. <input type="checkbox"/> Acquire market information on business opportunities. <input type="checkbox"/> Meeting manufacturers <input type="checkbox"/> Find a partner/agent to represent my product/service in this country. <input type="checkbox"/> Obtain contacts and/or network with appropriate business leaders. <input type="checkbox"/> Raise my company's profile with existing clients or partners by participating in a state delegation <input type="checkbox"/> Other: _____	
Please list any specific companies, or types of companies, you would like to contact during this trade event.	
Have you/your company attended the Paris or Farnborough Air Show? <input type="checkbox"/> Never <input type="checkbox"/> More than 3 times <input type="checkbox"/> Once <input type="checkbox"/> Every session <input type="checkbox"/> Twice	Have you/your company exhibited at the Paris or Farnborough Air Show? <input type="checkbox"/> Never <input type="checkbox"/> More than 3 times <input type="checkbox"/> Once <input type="checkbox"/> Every session <input type="checkbox"/> Twice



Please submit questionnaire to:

Anita Patel, S.C. Department of Commerce @ apatel@SCcommerce.com