

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 Farnborough or Paris Airshow? <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 Farnborough or Paris Airshow? <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, SC Department of Commerce @apatel@SCcommerce.com or
Deborah Cameron, SC Aerospace @ dcameron@sccompetes.org.**

