# JOIN SOUTH CAROLINA AT THE Farnborough International Air Show - July 20-24, 2020 Deadline to register: March 1, 2020

The South Carolina Department of Commerce (SCDOC) and S.C. Aerospace are recruiting South Carolina companies to participate in the Farnborough Air Show with Team South Carolina.

SCDOC will sponsor a booth at the Farnborough Air Show to help South Carolina companies reach the world's aerospace markets.

### Requirements

Space is limited to four South Carolina companies. To be considered, you must be a manufacturer or service provider in the aerospace aviation industry.

Expected costs to the company are approximately \$6,000 for the first representative. \$2,000 per additional person.

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

#### **Benefits to Delegates**

- Significant cost-savings by joining Team South Carolina
- Prime location in South Carolina booth within the U.S. Pavilion
- Individual companies space to display and marketing collateral's
- Access to meeting space and lounge area
- Booth coordination and logistics support before and during the event
- Group ground transportation to and from programmed events
- Co-exhibitor pass
- Inclusion in organized South Carolina networking events

## Why Participate?

- Meet senior decisionmakers from around the globe
- Exposure to more than 50,000 attendees from 39 countries
- Opportunity to engage with OEMs such as Boeing, Airbus, GE and Rolls Royce
- Network with thousands of SME aerospace suppliers and technology leaders
- Join other business leaders to promote South Carolina's aerospace industry

#### For more information, contact:

Anita Patel, S.C. Department of Commerce apatel@SCcommerce.com (803) 737-0247

Adrianne Beasley, S.C. Aerospace abeasley@sccompetes.org (803) 447-9158





## South Carolina at the Farnborough International Air Show

# **2020 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: (Please select all that apply)				
Manufacturer				
Service Company				
Other ( <i>please specify</i> ):				
Year Established:	Corporate Headquarters in SC: Yes 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.				
Yes No				
Parent Company:Cou	ntry:			
Please indicate the range of your company's annual sales:				
Less than \$250,000 [\$250,000 to \$500,000 [\$500,000 to \$1 Million [\$1 to \$5 Million				
\$5 to \$10 Million \$10 to \$25 Million Over \$25 Million				
Approximate percentage of export sales:         0%         1-5%         5-10%         11-25%         26-50%         >50%				
What is your export experience? New to Export (0 to 2				
Brief Company Description: (please feel free to attach additional information)				

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



Please submit questionnaire to:

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