



EXPORT MARKETING ASSISTANCE SERVICE (EMAS) APPLICATION FORM

COMPANY DATA:

- 1. Firm Name:
2. Address:
2a. Is your firm a Minority or Woman Owned Business?
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 ACTIVITY/ PRODUCT LINES PRINCIPAL APPLICATIONS/(End Users)
Harmonized Codes, if known
NAICS, if known
10. Which trade show(s) do you/have you participated in?

EMAS REQUIREMENTS:

- 11. We are seeking (check appropriate items): Agents Distributors
Local Intelligence for market Other



- 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. What are the usual distribution pattern(s) and sales channels for your products and/or services?

- 14. Who are the principal U.S. and foreign competitors?

- 15. What are the special selling points and advantages (including patents, trademarks, etc.)?

- 16. Which countries do you currently export to?

- 17. **We are applying for EMAS participation in the following market(s): Select a maximum of 2 markets.**
 CANADA CHINA EUROPE ISRAEL
 MEXICO AFRICA OTHER: _____

For Africa, please select your top two geographic markets from the following list:

<p><u>Southern Africa:</u></p> <input type="checkbox"/> South Africa <input type="checkbox"/> Malawi <input type="checkbox"/> Namibia <input type="checkbox"/> Angola <input type="checkbox"/> Botswana <input type="checkbox"/> Zimbabwe <input type="checkbox"/> Swaziland <input type="checkbox"/> St Helena <input type="checkbox"/> Lesotho <input type="checkbox"/> Mozambique <input type="checkbox"/> Zambia	<p><u>Indian Ocean</u></p> <input type="checkbox"/> Mauritius <input type="checkbox"/> Madagascar <input type="checkbox"/> Seychelles <input type="checkbox"/> Comoros <input type="checkbox"/> Reunion (Region of France) (West Africa and East Africa markets continue on page 3)
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Empire State Development

<p><u>West Africa:</u></p> <p><input type="checkbox"/> Ghana</p>	<p><u>East Africa</u></p> <p><input type="checkbox"/> Kenya</p> <p><input type="checkbox"/> Uganda</p> <p><input type="checkbox"/> Rwanda</p> <p><input type="checkbox"/> Tanzania</p>
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For Europe, please select your top two geographic markets from the following list:

<p><u>Western Europe:</u></p> <p><input type="checkbox"/> Benelux (Belgium, the Netherlands and Luxembourg)</p> <p><input type="checkbox"/> France</p> <p><input type="checkbox"/> Germany</p> <p><input type="checkbox"/> Ireland</p> <p><input type="checkbox"/> Italy</p> <p><input type="checkbox"/> Spain</p> <p><input type="checkbox"/> United Kingdom</p>	<p>Priority:</p>	<p><u>Central Europe/New EU markets:</u></p> <p><input type="checkbox"/> Baltics (Estonia, Latvia and Lithuania)</p> <p><input type="checkbox"/> Czech Republic/Slovakia</p> <p><input type="checkbox"/> Hungary</p> <p><input type="checkbox"/> Poland</p>	<p>Priority:</p>
<p><u>Scandinavia:</u></p> <p><input type="checkbox"/> Denmark</p> <p><input type="checkbox"/> Finland</p> <p><input type="checkbox"/> Norway</p> <p><input type="checkbox"/> Sweden</p>	<p>Priority:</p>	<p><u>Emerging Eastern Europe:</u></p> <p><input type="checkbox"/> Bulgaria</p> <p><input type="checkbox"/> Romania</p> <p><input type="checkbox"/> Russia</p>	<p>Priority:</p>

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

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

SIGNED: _____

DATE: _____

NAME: _____

TITLE: _____

Applications must be received by email. If you have any questions on how to complete the application, please contact us at (212) 803-2300 or email @ globalny@esd.ny.gov. Please e-mail completed EMAS application form, one set of your sales literature, and an export plan to globalny@esd.ny.gov.

Empire State Development
Global NY
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(Attn: EMAS)