



# PROGETTO: TARGET CANADA

## SCHEDE AZIENDE

### **Sezione 1: INDIVIDUAZIONE BUYER/IMPORTATORE**

**A QUALE BUYER/IMPORTATORE RISPONDE LA SUA AZIENDA?**

Codici buyer/importatore (è possibile indicare più codici):

**CODICE    01        02        03        04        05        06        07        08        09**

### **Sezione 2: COMPANY PROFILE**

<b>1. COMPANY NAME</b>	
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ADDRESS		
ZIP CODE	CITY	PROV
FAX	PHONE	
WEBSITE	E-MAIL	
CONTACT PERSON		

**2. DESCRIPTION OF THE COMPANY (dimension, characteristics, philosophy, etc.)**

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### 3. AWARDS OR CERTIFICATIONS (if any)

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### 4. COMPANY INFORMATION

START OF ACTIVITY:	TOTAL EMPLOYEES: EMPLOYEES IN THE COMMERCIAL DEPARTMENT:
TURNOVER (in Euro):  2012 _____ 2013 _____	EXPORT TURNOVER (%)  % 2012 _____ % 2013 _____
FOREIGN LANGUAGES :	

Promotional material in electronic format available in English and/or French (brochures, etc)

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### 5. PRODUCT DESCRIPTION

Product	Importer	Notes



## 6. COMMERCIAL PROFILE

### Main factor of competitiveness of your company:

- |  |   |
|--|---|
| <input type="checkbox"/> Quality                   | <input type="checkbox"/> Price                        |
| <input type="checkbox"/> Brand name / Presentation | <input type="checkbox"/> Technology                   |
| <input type="checkbox"/> Range of products         | <input type="checkbox"/> Other (please specify) _____ |

### Foreign Markets

### Your presence in foreign market:

- |  |   |
|--|---|
| <input type="checkbox"/> Direct        | <input type="checkbox"/> Franchising            |
| <input type="checkbox"/> Representant  | <input type="checkbox"/> Main Distribution      |
| <input type="checkbox"/> License       | <input type="checkbox"/> Importer / Distributor |
| <input type="checkbox"/> Joint venture | <input type="checkbox"/> Other (specify) _____  |

### Commercial references (sponsors, corporate, joint venture, special projects, etc)

## 7. MARKET INFORMATION

### Presence in the Canadian Market

**please specify:** Provinces, Agents/distributors, approximate quantities

### Other experiences in the Canadian Market

Is your company in contact with local companies?

Y or N



### **Sezione 3: TELEMATIC B2B**

**I B2B TELEMATICI VERRANNO REALIZZATI ATTRAVERSO SKYPE.**

**NOME PROFILO SKYPE:** \_\_\_\_\_

**Name of the person who will take part to the mission:**

**Position in the company:**

**Foreign languages spoken by the participant:**