

# **"NEW" IFP TRADE LEAD PROGRAM on E-MENU**

December 2012

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# "NEW" IFP TRADE LEAD PROGRAM on E-MENU

# WHAT YOU NEED TO KNOW TO START

For those that are not yet familiar with the IFP trade lead program, I will describe it as an **online trade lead generating program** consisting of showcasing online U.S. companies exhibiting at a given trade show or by extension in a given industry in order to generate trade leads. When a foreign firm selects U.S. companies of interest, then, after an approval process, customized emails are generated to all parties keeping U.S. and foreign clients, OIO TS and USEAC TS in the loop.

To create your own project, you need first to go to e-menu <u>https://emenu.ita.doc.gov/emenu.nsf</u> where you should be able to find an IFP/Showtime Admin link in the left menu for those which were given access.

If it is not the case, please send an access request at: <a href="http://www.uscsfrance.com/ifp/emenuaccess.htm">http://www.uscsfrance.com/ifp/emenuaccess.htm</a>

The public "URL" for the IFP Trade Lead Program home page is <u>http://export.gov/ifp/</u> (no project listed to date (December 11, 2012)

Like any tools there are a few tricks to learn but overall I believe it is rather intuitive.

**Note:** only Internet Explorer (IE) is supported for the E-menu Admin tool (this is an ITA wide standard). Also note that you cannot open a public page of e-menu (no login necessary) in IE if the E-menu Admin tool is already opened in e-menu and vice versa. Therefore, you need either to close the E-menu Admin page or open the public page of e-menu into a different browser (e.g. Firefox, Google Chrome, etc.)

# TYPES OF PROJECT AVAILABLE

# **1- The IFP Standard**

As its name indicates this is the classic IFP.

# 2- The IFP/Showtime Combo

This one is designed for events with the possibility to request Showtime meetings and sign-up for the IFP trade lead program on a single registration form.

One can decide to sign-up only for Showtime meetings or only to be listed for the IFP site or both.

The main difference between the IFP Standard and the IFP/Showtime Combo is that in the IFP Admin module of the latest you can only list the countries participating in Showtime for the IFP.

Note: the IFP/Showtime Combo does not include a built-in scheduling tool. To assist you with the scheduling you still need to download and use the Showtime Scheduler.

# **3- The IFP Franchise**

The IFP Franchise is similar to the IFP Standard except for couple of questions/fields in the registration form and the requester form that are specific to the Franchise industry.

# 4- The On-Going IFP

The On-Going IFP is to be used for IFPs that are not directly related to a trade event. For example, and IFP done in partnership with an industry association.

# 5- The Showtime Standard

The Showtime Standard allows anyone to build a Showtime Registration Form in a second. It has nothing to do really with IFP but we will keep it because it was developed and is there for you to use.

**Note:** The Showtime Scheduler <u>http://www.uscsfrance.com/showtime%20scheduler/</u> can be used to assist you schedule appointments requested through the IFP/Showtime Combo and the Showtime Standard forms.

# WHAT IS THE IFP PROCESS

## For the 4 type of IFP projects, the process is the following:

1- You create a new project in the admin module by selecting the proper type and filling-in the information requested. (Please note that the addresses of the URL for the registration form ("reg" in it), the Opt-in form (Optin in it) and the requester form ("req" in it) are generated automatically (see below staging server form examples).

2- Then, you pass on the registration form link to the U.S. companies to register

3- For each U.S. company registering, project team receive an email. Project leader(s) can approve or disapprove the registration.

4- When a U.S. company registration is approved, U.S. company brief profile is listed in real time above the requester form.

5- For each U.S. company registering, the TS in USEAC and the OIO TS in selected countries of interest are copied according to the industries selected for the project in the admin section. OIO trade specialists can indicate that they will be supporting the project by using the opt-in form link. By doing that they will also be the signee of the emails to the requester in their respective countries.

6- For each foreign company expressing an interest for one or more listed U.S. companies, project team members receive an email. Project leader(s) can approve or disapprove the request.

7- When a foreign company request is approved, emails are automatically generated to all parties (foreign company, selected US Companies, matching USEAC, OIO post, project team members)

This tool is not yet perfect but I think we are on the right track. Do not forget though that if it is rather easy to set up a project, it will require effort from the project team to get the U.S. companies to sign-up even for a free service. Also USEAC and OIO posts will have to support your project to make it a success.

**For any questions** in relation with the IFP Trade Lead Program, please contact Christophe Joly - U.S. Commercial Service in France Email: christophe.joly@trade.gov

# 01 - CREATE A NEW PROJECT - PROJECT TYPES

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ISE 2013       IFP Franchise Ongoing IFP Showtime Standard       2013-12-17       Yes       2012-17       2012-17       Joly       Image: Standard         ations       ations       Cartes 2012       Showtime Standard       2013-10-01       Yes       2012-07-       2012-10-       Christophe       Image: Standard       Joly       Image: Standard       Joly       Image: Standard       2013-10-01       Yes       2012-07-       2012-07-       Christophe       Image: Standard       Joly       Joly       I	Contract of the second se	Project N	IFP Standard		Closing Da	te Publish	Reg Created	Modifie	d Modified B	¥	
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	e Leads Repository nu Resources								Trusted	sites	\$,100%

# 02- IFP STANDARD ADMIN SET UP

Projects | <u>Registrations</u> | <u>Opt-ins</u> | <u>Requests</u> | <u>Pending Registrations</u> | <u>Pending Requests</u>

#### Project

### Back To List

Project ID: 42

This project is no longer editable. If you'd like changes, please contact the OCIO Help Desk to make them for you.

Fields marked with \* are required.

#### **PROJECT INFORMATION**

Project Name*:	Cartes 2012
	(e.g. Paris Air Show 2013. Please note that your input will be used to fill in fields in automatic genera emails.)
Project URL:	http://www.cartes.com
	e.g. http://www.paris-air-show.com. Please note that your input will be used to fill in fields in autom، generated emails.)
Project Dates:	November 6-8
	(e.g. June 17-23. Please note that your input will be used to fill in fields in automatic generated ema
Project Location:	Paris, France
	(e.g. Paris, France. Please note that your input will be used to fill in fields in automatic generated en
Promotion Start Date*:	2012-10-01
	(Pick a date ideally 4 to 8 weeks before the event. Please note that your input will be used to in the sent to OIO TS.)
Project Close Date:	2013-10-01
	(By default 1 year after Promotion Start Date.)
Project Type*:	IFP Standard
Image Upload:	Add/Update Image
Image:	CARTES 2012
Use Image*:	◯No
Publish Registration*:	●Yes ○No
Project Managers*:	X Charles Defranchi
	Add Project Manager
	(Ideally select one. Will be signee(s) of generated emails.)
Project Team:	
,	Christophe Joly
	Add Project Member
	(Members will be copied on all generated emails.)
External Project Contacts:	
	(Non-USCS contacts involved in the promotion to U.S. companies (e.g. show organizer). Will be cop on U.S. exhibitor registrations but not on leads. Please separate each with a semicolon.
<b>REGISTRATION FORM</b>	
Public Registration Link:	https://emenuapps.ita.doc.gov/ePublic/ifp-reg/42

Export Registration Data:

https://emenuapps.ita.doc.gov/ePublic/ifp-reg/42 Create File

Registration Close Date	: 2013-10-01
	(By default is equal to the Project Close Date.)
Prod/Service Categories	Cards, Devices, Data Processing Equipments Manufacturing Software and Security Systems Engineering/Services Identification Other
Num of Category Colum	nns*: ●1 ○2 ○3
Sectors*:	1 of 32 selected
	(Usually select only one sector. Project will be published in the selected sector(s).)
Industries*:	3 of 114 selected
	(Ideally select only one i.e. the one that is the most representative of your event. Please note that OIO and ODO TS in the selected industries will be copied on the generated leads.)
Countries:	134 of 134 selected
	(Usually select all countries. Otherwise for a regional show you can select one or more regions.)
Web Page Heading:	<ul> <li>DEVELOP YOUR INTERNATIONAL SALES THANKS TOTHE IFP TRADE LEAD PROGRAM!</li> <li>The Industry Focused Promotion (IFP) is a unique Trade Lead Program offered by the U.S. Department of Commerce to U.S. companies that want to gain international exposure and connect with international buyers and partners.</li> <li>Please join, free of charge, the Cartes 2012 U.S. Export Interest Directory / Industry Focused Promotion (IFP) Trade Lead Platform.</li> <li>This site will be promoted by U.S. Department of Commerce specialists based in U.S. Embassies worldwide to potential buyers and partners in their respective markets.</li> <li>Once an overseas firm has selected your company on the Cartes 2012 U.S. Export Interest</li> </ul>
OPT-IN FORM	
Internal Opt-in Link:	https://emenuapps.ita.doc.gov/ifp/optin/editOptin.do?projectId=42
Export Opt-In Data:	Create File
Web Page Heading:	Dear OIO colleagues: Thank you for letting us know if you wish to promote, as part of the Export Interest Directory / IFP Trade Lead program, the U.S. companies exhibiting at the Cartes 2012 trade show in Paris, France on November 6-8 (http://www.cartes.com). This way we will make sure to provide you with the best support possible, include you in all appropriate communications. Companies will be listed online at https://emenuapps.ita.doc.gov/ePublic/ifp-req/42 and you can promote this page to your local contacts as of October 1, 2012. You will be the signee and copied on all leads generated in your country. Do not hesitate to get back to us should you need additional information on this project. Best regards, Charles Defranchi - USCS France (charles.defranchi@trade.gov)
<b>REQUESTER FORM</b>	
Public Requester Link:	https://emenuapps.ita.doc.gov/ePublic/ifp-req/42

Export Requester Data:	Create File
Web Page Heading:	CONNECT WITH U.S. COMPANIES IN THE SMART CARDS, SECURITY, PAYMENT, IDENTIFICATION & MOBILITY INDUSTRIES SEEKING INTERNATIONAL PARTNERS Looking for high quality suppliers in the field of smart cards, security, payment, identification and mobility related technologies and services? Let the U.S. Commercial Service help you find the best U.S. suppliers to meet your needs. We can arrange introductions to the companies listed below simply select the U.S. companies that interest you and receive their contact information and have yours sent to them. Choose to have the U.S. Commercial Service make the introductions or meet these companies independently. This program is designed to generate relevant business leads for the U.S. companies it features, based on their product descriptions and objectives. In order to help us ensure the highest level of service to you and all participating firms, we ask that you please be discriminating when making your selection. Thank you.
AUDIT	
Created By: Christophe	Joly <b>Created On:</b> 2012-07-16
Modified By: Christophe	e Joly <b>Modified On:</b> 2012-10-23
	Save Project Reset Form
	For help with IFP matters, please contact the IFP Administrator:

Christophe Joly | U.S. Commercial Service Embassy of the United States of America | 2, avenue Gabriel | 75382 Paris CEDEX 08 | FRANCE T:(+33) 1 43 12 70 03 | F:(+33) 1 43 12 70 50 | Email:<u>christophe.joly@trade.gov</u>

## 03 - IFP STANDARD REGISTRATION FORM

	Industry Focused Promo	tion		
Industry Focused Promotion				OMB No.: 0625-0237
(IFP) Trade Leads				Expires: 12-31-2012
Aerospace	Cartes 2012 IFP Registrat	tion Form		
Agricultural				
Automotive				
Books Chemical Engineering	CARTES			
Composites	2012			
Construction				
Cosmetics				
Defense	DEVELOP YOUR INTERNATION	AL SALES THANKS TOTHE IFP	TRADE LEAD PROGR	AM!
Electronics	The Industry Focused Promotion (IF	FP) is a unique Trade Lead Program	n offered by the U.S. De	nartment of Commerce to U.S.
Energy	companies that want to gain interna		-	
Environmental Technologies				
Food Processing	Please join, free of charge, the Lead Platform.	Cartes 2012 U.S. Export Interest	Directory / Industry Fo	cused Promotion (IFP) Trade
Franchising				
Garments	This site will be promoted by U.S. I and partners in their respective mar		ts based in U.S. Embas	sies worldwide to potential buyers
General Industry	Once an overseas firm has selected	d your company on the Cartes 2013	2115 Export Interest Di	rectory you will be notified
Green Building	immediately and will receive information	, , ,	•	
HVAC	Interested? To participate in this	program, which the U.S. Departmer	nt of Commerce offers fo	r free, please take a few minutes to
Healthcare Hotel & Restaurant	complete the registration form here Although not all fields are required,		rovide in the form is cruc	sial as it will affect your company's
Household	visibility and attractiveness.	the quality of the monitorior you p		sar ao it will alloot your company c
ICT	For more information, on the IFP Tr	ade Lead Program please contact:	Charles.Defranchi@tra	ade.gov
Laboratory	Note: this program is only available	to U.S. companies		
Marine				
Material Handling	Fields marked with * are requir			
Others	IFP - INDUSTRY FOCUSED P	PROMOTION TRADE LEAD PRO	GRAM	
Pet Products	IFP REGISTRATION*	ompany profile will be listed on	line as part of an Eu	and Interest Directory and
Plastics	will be promoted to internation		nine as part of all exp	
Printing	Ves. I want to participate	e in this IFP Trade Lead Program ar	d I confirm that the proc	lucts/senices promoted contain
Pump, Valves & Compressors	at least 51% U.S. conter	nt.		
Security				
Tourisin	COMPANY INFORMATION			
	Company*:			
	Hall/Booth# (If Applicable):			]
	Street Address*:			
	City*:			]
	State:	Select a State		]
	Zip*:			
	Country*:	United States	~	
	Website*:	http://		
	CONTACT INFORMATION - P	ΔΑΡΤ 1		
	Primary Point of Contact for Business Development Mana	Showtime or Trade Lead Prog ger)	ram. (e.g. General M	lanager or International
		- /		
I	Brofix*:Se	lect a Salutation 🔽		

Export.gov

rielix .	
First Name*:	
Last Name*:	
	Title example: Managing Director or Export Manager
Title*:	
nue.	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Dhana*:	
Phone*:	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Cell (During Show):	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Faur	
Fax:	
Email*:	
Email Confirmation*:	
CONTACT INFORMAT	ION - PART 2 (OPTIONAL)
Backup contact perso Business Developmen	on for Showtime or Trade Lead Program. (e.g. General Manager or International It Manager)
Prefix:	Select a Salutation V
First Name:	
Last Name:	Tille and the Marceline Director of Director and
	Title example: Managing Director or Export Manager
Title:	
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Phone:	
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Cell (During Show):	
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Fax:	
Email:	
Email Confirmation:	
Linan commation.	
	VICES INFORMATION - PART 1
FRODUCTS AND SER	VICES IN ORMATION - PART I
Please indicate whi	ch categories best describe your products or services:
	Date Descention Fredericate Man for the
	Data Processing Equipments Manufacturing
Software and Se	
	NCes
Identification	
Other Other	
SHORT PRODUCTS	S/SERVICES DESCRIPTION* (255 characters max.). Briefly describe in 4 lines or 255
characters maxim	The products and services you seek to promote. Please be specific enough so that the
	um the products and services you seek to promote. Please be specific enough so that the swhat you are offering.

LONG PRODUCTS/SERVICES DESCRIPTION (OPTIONAL). Describe your company, as well as the products and services you seek to promote. Include applications and unique features. Describe competitive advantages and unique selling points.

Please note that this submission will be sent to international requesters after they select your profile listed on the

#### Export.gov

		submitted then the short products and services description
will be sent instead.		submitted then the short products and services description
		72
BUSINESS OBJECTIVES AND M	ARKETING INFORMATION	N - PART 1
Please indicate your busines	s objectives (check one	e or more)*:
Direct Sales	Joint-Ventures	Other
Identify		
Distributors/Agents/Representa	tives	ements
BUSINESS OBJECTIVES AND M	ARKETING INFORMATION	N - PART 2
Please select the countries i	<mark>n which you have the m</mark>	ost interest selling your products or services:
East Asia, Pacific		
Australia	Indonesia	Philippines
Brunei	Japan	Singapore
	Korea (South)	
	Malaysia	
Fiji		
Hong Kong	New Zealand	
Europe		
Albania	Coorria	Norway
Armenia	Georgia	Poland
	Germany Greece	
		Portugal     Romania
Azerbaijan	Hungary	
Belgium		Serbia
Beigium Bosnia and Herzegovina	_	
	L Italy	Slovak Republic
<ul> <li>Bulgaria</li> <li>Croatia</li> </ul>	Kazakhstan Latvia	Slovenia
Cyprus	Lithuania	Sweden
Czech Republic		
Denmark	Luxembourg	
	Malta	
Finland	Montenegro	
	Netherlands	
Middle East and Africa		
Afghanistan	India	Namibia
		Nigeria
Angola		
Bahrain	Jordan	
Bangladesh	Kenya	
Benin	Kenya	Gatar     Rwanda
Botswana		Saudi Arabia
Burkina Faso	Lebanon	Saudi Arabia
Cameroon	Liberia	South Africa
Congo (Democratic	_	_
Republic)	🔲 Libya	Sri Lanka
Cote d'Ivoire	Madagascar	Swaziland
Egypt	Malawi	Tanzania
Ethiopia	Mali	Tunisia

Gabon	Mauritius	Uganda
Gambia	Morocco	United Arab Emirates
Gambia		
Guinea	Mozambique	
Western Hemisphere		
Argentina	Costa Rica	
Bahamas	Dominican Republic	Nicaragua
Barbados	Ecuador	Panama
Belize	El Salvador	Paraguay
Brazil	Guatemala	Peru
Canada	Haiti	Trinidad and Tobago
	Honduras	Uruguay
Chile		
Colombia	Jamaica	
Colombia BUSINESS OBJECTIVES Please list the countrie	Jamaica AND MARKETING INFORMATION -	PART 3
Colombia BUSINESS OBJECTIVES Please list the countrie Please list the countrie	☐ Jamaica AND MARKETING INFORMATION - s in which you have a subsidiary:	PART 3
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Colombia BUSINESS OBJECTIVES Please list the countrie Please list the countrie Please list the countrie Who are the buyers or	Jamaica	PART 3

OTHER INFORMATION (OPTIONAL)

I am new to export:

🔾 Yes 🔍 No

I have already worked with a U.S. Department of Commerce office in the U.S. or abroad:

OYes ONo

I would like to be contacted by the U.S. Department of Commerce Export Assistance Center in my geographical area:

OYes ○No

Questions/Comments:

	S BEEN COMPLETED BY	
THIS FORM TA	3 BELN COMPLETED BI	
First Name*:		
Last Name*:		
Phone*:		
Email*:		
SECURITY		
ev	v72gb	
Problems readir	ng this? Try another.	

12/5/12

12	Export.gov
	Enter the text shown above.*:
	Submission of business or personal information is voluntary. Please be aware of our Privacy Policy.
	Save Registration Reset Form
	Note: A printable copy of this page will appear next.
	Public reporting for this collection of information is estimated to be 10 minutes per response, including the time for reviewing instructions, and completing and reviewing the collection of information. All responses to this collection of information are voluntary, and will be provided confidentially
	to the extent allowed under the Freedom of Information Act. Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information Subject to the requirements of the Paperwork Reduction Act unless that collection of information of Information Subject to the requirements of the Paperwork Reduction Act unless collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information subject to the requirements of the Paperwork Reduction Act unless collection of information, including suggestions for reducing this burden, to the Reports Clearance Officer, International Trade Administration, Department of Commerce, Room 4001, 14th and Constitution Avenue, N.W., Washington, D.C. 20230.

# 04 - PENDING REGISTRATIONS LISTING

+ lei https://emenu.ita.doc.gov/emenu.	nsf	× 🔒 🐓	Google		1
Edit View Favorites Tools Help nvert – 🔂 Select					Lin
🖇 🔠 🔹 🎆 US Commercial Service Interns	e-Menu x		<b>☆</b> ・⊠	🖶 🔹 🔂 Page	🕶 🌍 Tools
(2012 Christophe Joly	Projects   Registrations   Opt-ins   Reguests	L Banding Bagistrations   Banding Baguaste			
MWE8-PRD02	IFP Pending R				
橋	Project Name	Company Name	Created		
	Automotive Global Business Development Program - U.S. Export Interest Directory	BERGERON EXPORTS LLC	2012-07- 26		
eMenu	Automotive Global Business Development Program - U.S. Export Interest Directory	BETTER BRAKE PARTS	2012-07- 26		
acts tions	Automotive Global Business Development Program - U.S. Export Interest Directory	CAL STATE AUTO PARTS, INC.	2012-07- 26	<b>*</b>	
<u>its</u> i <u>ces</u> it Management	Automotive Global Business Development Program - U.S. Export Interest Directory	CALIFORNIA SCENTS	2012-07- 26		
ents, Surveys E Admin	Automotive Global Business Development Program - U.S. Export Interest Directory	CEQUENT CONSUMER PRODUCTS EXPORT DIVISION	2012-07- 26	<b>P</b>	
Showtime Admin enu home	Automotive Global Business Development Program - U.S. Export Interest Directory	CLORE AUTOMOTIVE	2012-07- 26		
nu Finance	Automotive Global Business Development Program - U.S. Export Interest Directory	COVERCRAFT INDUSTRIES, INC.	2012-07- 26	<b>P</b>	
n <u>u HR</u> ormance Measures lights	Automotive Global Business Development Program - U.S. Export Interest Directory	CRUM MANUFACTURING, INC.	2012-07- 26		
e Leads Repository nu Resources	Automotive Global Business Development Program - U.S. Export Interest Directory	DELTA TECH INDUSTRIES, LLC	2012-07- 26	<b>P</b>	
Central/CS MyOrg	Automotive Global Business Development Program - U.S. Export Interest Directory	EXPORTS INTERNATIONAL	2012-07- 26		
	36 IFP Project Listings fo		-		
	H4 44 1.2.			-	
	Records per page: 10 Filter: Project ID	Contains 💌	Show		

# 05 - PENDING REGISTRATIONS APPROVE - DISAPPROVE

Projects | Registrations | Opt-ins | Requests | Pending Registrations | Pending Requests

## Registration for Automotive Global Business Development Program - U.S. Export Interest Directory

Back To List

•	tration ID: 3 us: Pending
	Approve
D	sapprove

Registration complete. Approval/Disapproval is required.

### Client Edit Link for this Registration: https://emenuapps.ita.doc.gov/ePublic/ifp-reg/23/3/mclean@bergeronexportsllc.com

Fields marked with \* are required.

### IFP - INDUSTRY FOCUSED PROMOTION TRADE LEAD PROGRAM

#### **IFP REGISTRATION\***

By selecting this box, your company profile will be listed online as part of an Export Interest Directory and will be promoted to international companies.

Yes, I want to participate in this IFP Trade Lead Program and I confirm that the products/services promoted contain at least 51% U.S. content.

## **COMPANY INFORMATION**

Company*:	BERGERON EXPORTS LLC
Street Address*:	3525 Veterans Memorial Blvd.
City*:	Metairie
State:	Louisiana
Zip*:	70002
Country*:	United States
Website*:	http://www.bergeronexpor

### **CONTACT INFORMATION - PART 1**

Primary Point of Contact for Showtime or Trade Lead Program. (e.g. General Manager or International Business Development Manager)

Prefix*:	Mr.
First Name*:	J. McLean
Last Name*:	Bergeron
	Title example: Managing Director or Export Manager
Title*:	Managing Director
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Phone*:	+1 (310) 734 8529
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Cell (During Show):	+1 (310) 890 1676
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Fax:	+1 (310) 919 1499
Email*:	mclean@bergeronexportsllc.com

**CONTACT INFORMATION - PART 2 (OPTIONAL)** 

IFP Admin Module		
Backup contact person Manager or Internationa		ade Lead Program. (e.g. General oment Manager)
Prefix:	Select a Saluta	ation
First Name:		
Last Name:		
	Title example: Ma	anaging Director or Export Manager
Title:	Please enter area	a code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Phone:	Please enter area	a code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Cell (During Show):		
	Please enter area	a code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
Fax:		
Email:	sales@bergeron	exportsllc.com
PRODUCTS AND SE	RVICES INFORMA	TION - PART 1
Please indicate which	categories best d	escribe your products or services:
✓ 01- Auto Body, Accessories & Trim		09- Maintenance & Repair Services and Equipments
02- Body Seatings & Passenger Restraints		10- Manufacturing Equipment Tools Services & Equipment
✓ 03- Chassis		11- Mobile Electronics & Technology
04- Chemicals 8	& Car Care	12- Powertrains

05- Computer/Engineering Tools & Services	13- Testing/Instrumentation
06- Electrical/Electronic Components & Systems	✓ 14- Tire, Wheels
07- Other Parts & Components	15- Vehicles
08- Engineering Design	16- Others

#### **PRODUCTS AND SERVICES INFORMATION - PART 2**

SHORT PRODUCTS/SERVICES DESCRIPTION\* (255 characters max.). Briefly describe in 4 lines or 255 characters maximum the products and services you seek to promote. Please be specific enough so that the reader understands what you are offering.

Be aware that your submission will be posted on the website as-is.

Bergeron Exports, L.L.C. procures motor vehicle products
from within the United States and exports to markets
around the world through B2B relationships. Our
competitive advantage is made possible through our strong

LONG PRODUCTS/SERVICES DESCRIPTION (OPTIONAL). Describe your
company, as well as the products and services you seek to promote. Include
applications and unique features. Describe competitive advantages and
unique selling points.

Please note that this submission will be sent to international requesters after they select your profile listed on the website. If no long company/products/services description is submitted then the short products and services description will be sent instead.

Bergeron Exports LLC offers unparalleled logistics support	
and customer service to both domestic and foreign clients.	
Bergeron Exports LLC will uphold the highest level of	
moral standards and principles, as we understand that	

#### **BUSINESS OBJECTIVES AND MARKETING INFORMATION - PART 1**

✓ Direct Sales		Joint- Ventures	Research & Development
Identify Distributors/Agents/Repre	esentatives	Licensing Agreements	Other
BUSINESS OBJECTIVES A	AND MARKET		ATION - PART 2
lease select the countries roducts or services:	in which you	have the mos	st interest selling your
ast Asia, Pacific			
Australia	Indones	ia	Philippines
Brunei	📃 Japan		Singapore
Cambodia	Korea (	South)	Taiwan
China	Malaysi	а	Thailand
🗌 Fiji	Mongoli	а	Vietnam
Hong Kong	New Ze	aland	
urope			
Albania	German	у	Poland
Armenia	Greece		Portugal
Austria	Hungary	/	Romania
Azerbaijan	lceland		Russia
Belarus	Ireland		Serbia
Belgium	Italy		Slovak Republic
Bosnia and Herzegovina	Kazakhs	stan	Slovenia
Bulgaria	Latvia		Spain
Croatia	Lithuani	а	Sweden
Cyprus	Luxemb	ourg	Switzerland
Czech Republic	Macedo	nia	Turkey
Denmark	Malta		Turkmenistan
Estonia	Montene	egro	Ukraine
Finland	Netherla	ands	United Kingdom
France	Norway		Uzbekistan
Georgia			
liddle East and Africa			
Afghanistan	India		Namibia
Algeria	Iraq		Nigeria
Angola	V Israel		Oman
Bahrain	Jordan		Pakistan
Bangladesh	Kenya		Qatar
Benin	Kuwait		Rwanda
Botswana	Lebano	n	Saudi Arabia
Burkina Faso	Lesotho		Senegal
	Liberia		South Africa
Congo (Democratic Republic)	Libya		Sri Lanka
Republici			

Egypt	Malawi	Tanaaria	
Lgypt		Tanzania	
Ethiopia	Mali	Tunisia	
Gabon	Mauritius	Uganda	
Gambia	Morocco	United Arab Emirates	
Ghana	Mozambique	Zambia	
Guinea			
estern Hemisphere			
Argentina	Costa Rica	Mexico	
Bahamas	Dominican Dominican	Nicaragua	
Barbados	Ecuador	Panama	
Belize	El Salvador	Paraguay	
Brazil	Guatemala	Peru	
Canada	Haiti	Trinidad and Tobago	
Chile	Honduras	Uruguay	
Colombia	Jamaica		
None	-	n-exclusive representatives:	
None Please list the count None Who are the buyers Auto retailers,	or end users of your prod	ucts/services?*	
None Please list the count None Who are the buyers Auto retailers,	or end users of your prod	ucts/services?*	service
None Please list the count None Who are the buyers Auto retailers, What related or cont also handle?*	or end users of your prod	ucts/services?*	service
None Please list the count None Who are the buyers Auto retailers, What related or cont also handle?*	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc.	ucts/services?*	service
None Please list the count None Who are the buyers Auto retailers, What related or cont also handle?* Equipment, mach	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc.	ucts/services?*	service
None Please list the count None Who are the buyers Auto retailers, What related or contains also handle?* Equipment, mach OTHER INFORMATION I am new to export: ①Yes  No	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc.	ucts/services?* , distributors nt an agent or a distributor of your products/s	service
None Please list the count None Who are the buyers Auto retailers, What related or contains also handle?* Equipment, mach OTHER INFORMATION I am new to export: ①Yes  No	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc.	ucts/services?*	service
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None Please list the count None Who are the buyers Auto retailers, What related or contalso handle?* Equipment, mach OTHER INFORMATION I am new to export: Yes No I have already work or abroad: Yes No I would like to be contacted Yes No	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc. N (OPTIONAL) red with a U.S. Department ontacted by the U.S. Depar	of Commerce office in the U.S.	service
None Please list the count None Who are the buyers Auto retailers, What related or contalso handle?* Equipment, mach OTHER INFORMATION I am new to export: Yes No I have already work or abroad: Yes No I would like to be contacted Assistance Center in	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc. N (OPTIONAL) red with a U.S. Department ontacted by the U.S. Depar	of Commerce office in the U.S.	service
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None Please list the count None Who are the buyers Auto retailers, What related or contalso handle?* Equipment, mach OTHER INFORMATION I am new to export: Yes No I have already work or abroad: Yes No I would like to be contacted Yes No	or end users of your prod dealers, wholesalers nplementary products mig inery, tools, etc. N (OPTIONAL) and with a U.S. Department ontacted by the U.S. Depart in my geographical area:	of Commerce office in the U.S.	service

First Name*:	J. McLean
Last Name*:	Bergeron
Phone*:	+1 (310) 890 1676
Email*:	mclean@bergeronexportsllc.com
AUDIT Modified B	y: Import Process Modified On: 2012-07-26
	Save Registration Reset Form

	Industry Focused Promotion
Industry Focused Promotion (IFP) Trade Leads	Automotive Global Business Development Program - U.S. Export Interest Directory - U.S.
Aerospace	Export Interest Directory
Agricultural	Companies at Automotive Global Business Development Program - U.S. Export Interest Directory are looking for
Automotive	partners and clients worldwide. We can help you connect with them. Select the companies that you are
Books	interested in, provide your contact information below and we will immediately e-mail you direct contact information (contact name, personal e-mail, phone, fax, detailed product description, etc.) for the companies
Chemical Engineering	you checked. Your contact information will also be automatically passed on to the companies you have selected
Composites	We can also facilitate an introduction to these companies.
Construction	This program is designed to generate relevant business leads for the U.S. companies it features, based
Cosmetics	on their product descriptions and objectives. In order to help us ensure the highest level of service to
Defense	you and all participating firms, we ask that you please be discriminating when making your selection. Thank you.
Electronics	
Energy	<ol> <li>01- Auto Body, Accessories &amp; Trim</li> <li>02- Body Seatings &amp; Passenger Restraints</li> </ol>
Environmental Technologies	3. 03- Chassis       4. 04- Chemicals & Car Care
Food Processing	<b>5.</b> 06- Electrical/Electronic Components & Systems
Franchising	<ol> <li>07- Other Parts &amp; Components</li> <li>7. 09- Maintenance &amp; Repair Services and Equipments</li> </ol>
Garments	8. 12- Powertrains
General Industry	9. 15- Vehicles
Green Building	
HVAC	
Healthcare	
Hotel & Restaurant	
Household	
ICT	
Laboratory	
Marine	
Material Handling	
Others	
Pet Products	
Plastics	
Printing	
Pump, Valves & Compressors	
Security	
Tourism	
·	

	Industry Focused Pron	notion
Industry Focused Promotion		OMB No.: 0625-023
(IFP) Trade Leads		Expires: 12-31-201
Aerospace		ness Development Program - U.S. Export Interest Directory IFP ody, Accessories & Trim
Agricultural	Requester of Auto B	
Automotive	AUTOMOTIVE: CONNECT W	/ITH U.S. COMPANIES SEEKING INTERNATIONAL PARTNERS
Books	Looking for high quality curr	pliers in the field of automotive related technologies and services? Let the U.S.
Chemical Engineering		I find the best U.S. suppliers to meet your needs. We can arrange introductions to
Composites Construction	•	simply select the U.S. companies that interest you and receive their contact
Cosmetics	meet these companies indep	sent to them. Choose to have the U.S. Commercial Service make the introductions pendently.
Defense		
Electronics		to generate relevant business leads for the U.S. companies it features, base ons and objectives. In order to help us ensure the highest level of service to
Energy		irms, we ask that you please be selective when making your selection. Thank
Environmental Technologies	you.	
Food Processing	Fields marked with * are rec	uired.
Franchising	U.S. COMPANIES LOOKIN	G FOR INTERNATIONAL PARTNERS
Garments		
General Industry	http://www.aitpartner.o	
Green Building		ested to sell Lubricants, chemicals in Pakistan and other after markets parts in Pakistan.
HVAC		Identify Distributors/Agents/Representatives; Identify Distributors/Agents/Representatives;
Healthcare	Subsidiaries in: Pakista	Agreements; Research & Development
Hotel & Restaurant		utors already established in: Pakistan and Hungary
Household	Non-exclusive Agents/D	istributors already established in: n/a
ICT		
ICT Laboratory		
	CONTACT INFORMATION	
Laboratory	CONTACT INFORMATION Company Name*:	
Laboratory Marine		Select a Salutation 💌
Laboratory Marine Material Handling	Company Name*:	-Select a Salutation
Laboratory Marine Material Handling Others	Company Name*: Salutation*:	Select a Salutation 💌
Laboratory Marine Material Handling Others Pet Products	Company Name*: Salutation*: First Name*: Last Name*:	Select a Salutation
Laboratory Marine Material Handling Others Pet Products Plastics	Company Name*: Salutation*: First Name*: Last Name*: Title*:	Select a Salutation V
Laboratory Marine Material Handling Others Pet Products Plastics Printing	Company Name*: Salutation*: First Name*: Last Name*:	Select a Salutation V
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors	Company Name*: Salutation*: First Name*: Last Name*: Title*:	Select a Salutation
Laboratory Marine Material Handling Others Pet Products Plastics Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*:	Select a Salutation v
Laboratory Marine Material Handling Others Pet Products Plastics Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State:	Select a Salutation
Laboratory Marine Material Handling Others Pet Products Plastics Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State:	Select a Salutation V
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*: Country*:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*: Country*: Phone*: Cell:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*: Country*: Phone*: Cell: Fax:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*: Country*: Phone*: Cell:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*: Country*: Phone*: Cell: Fax:	
Laboratory Marine Material Handling Others Pet Products Plastics Printing Pump, Valves & Compressors Security	Company Name*: Salutation*: First Name*: Last Name*: Title*: Street*: City*: State: Postal Code*: Country*: Phone*: Cell: Fax: Email*:	

Export.gov

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Please indicate your status*: Select your Status
Please indicate if you will be visiting the event:
Yes No Undecided
If exhibiting, please enter your booth number:
Please assist me in making contact with the companies selected:
◯ Yes ◯ No
SECURITY
h4fbym
Problems reading this? Try another.
Enter the text shown above.*:
Submission of business or personal information is voluntary. Please be aware of our Privacy Policy.
Public reporting for this collection of information is estimated to be 5 minutes per response, including the time for reviewing instructions, and completing and reviewing the collection of information. All responses to this collection of information are voluntary, and will be provided confidentially to the extent allowed under the Freedom of Information Act. Notwithstanding any other provision of law, no person is required to respond to nor shall a
person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a current valid OMB Control Number. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Reports Clearance Officer, International Trade Administration, Department of Commerce, Room 4001, 14th and Constitution Avenue, N.W., Washington, D.C. 20230.

# 08 - IFP OPT-IN FORM

Industry Focused Promotion
Cartes 2012 IFP TS Opt-In Form
CARTES D
Dear OIO colleagues:
Thank you for letting us know if you wish to promote, as part of the Export Interest Directory / IFP Trade Lead program, the U.S. companies exhibiting at the Cartes 2012 trade show in Paris, France on November 6-8 (http://www.cartes.com). This way we will make sure to provide you with the best support possible, include you in all appropriate communications. Companies will be listed online at <a href="https://emenuapps.ita.doc.gov/ePublic/ifp-req/42">https://emenuapps.ita.doc.gov/ePublic/ifp-req/42</a> and you can promote this page to your local contacts as of October 1, 2012. You will be the signee and copied on all leads generated in your country. Do not hesitate to get back to us should you need additional information on this project.
Best regards,
Charles Defranchi - USCS France (charles.defranchi@trade.gov) on behalf of the ICT Global Team
Fields marked with * are required.
PROJECT INFORMATION
Project Name*: Cartes 2012
COMMERCIAL SPECIALIST CONTACT INFORMATION
Full Name*:
IFP PROMOTION
I would like to be part of and support this Industry Focused Promotion.
I feel I can take the following actions to support this IFP project:
Put a link featuring the IFP website on our local TMS website.
Perform email and fax campaigns to potential prospects to actively generate trade leads.
Contact local multipliers (Trade Organizations, Trade Magazines, etc.)
Call my best 10+ contacts in the industry.
Comments:
Note: A printable copy of this page will appear next.
Save Opt-in Reset Form

#### 09 - GENERATED EMAILS

Email to IFP Project Team to Approve or Dissaprove U.S. Company Registration

Christophe Joly	
From:	IEP
Sent:	Tuesday, May 29, 2012 11:48 AM
To:	Leticia.Árias@mailinator.com; Maryavis.Bokal@mailinator.com;
	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com
Cc:	IFP
Subject:	Cosmoprof North America 2012 - U.S. Export Interest Directory / IFP Pending for Approval
	Submission from Export Company Test1 *** PLEASE DISREGARD - GENERATED FROM TEST SYSTEM ***

Dear Cosmoprof North America 2012 IFP Project Team:

This email is to alert you that Export Company Test1 - Long Beach, CA - United States has signed up for the Cosmoprof North America 2012 U.S. Export Interest Directory / IFP and is pending for approval here.

Christophe Joly U.S. Commercial Service - Paris, France Phone: [33] (0)1 43 12 70 03 Fax: [33] (0)1 43 12 70 50 Email: Christophe.Joly@trade.gov

From:	IFP
Sent:	Tuesday, May 29, 2012 11:49 AM
To:	christophe.joly@trippypatterns.com
Cc:	Leticia.Arias@mailinator.com; Maryavis.Bokal@mailinator.com;
	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com; IFP
Subject:	Cosmoprof North America 2012 - U.S. Export Interest Directory / IFP Approved submission
-	from Export Company Test1 *** PLEASE DISREGARD - GENERATED FROM TEST
	SYSTEM ***

#### Dear Mr. Doe,

We are pleased to inform you that your U.S. Export Interest Directory / IFP Trade Lead Registration has been approved. A copy of it can be seen <u>here</u> at any time.

Your company is now featured here.

For your information, this page will be promoted globally by the U.S. Commercial Service as of June 25, 2013, the date until which all companies have to register.

We appreciate that you follow-up with the leads that will be forwarded to you.

Best regards,

Leticia Arias Los Angeles (West) U.S. Export Assistance Center, Los Angeles (West) Phone: (310) 235-7204 Fax: (310) 235-7220 Email: Leticia.Arias@mailinator.com

Maryavis Bokal Irvine U.S. Export Assistance Center, Irvine Phone: 949-660-1879 Fax: 949-660-1338 Email: <u>Maryavis.Bokal@mailinator.com</u>

Tony Michalski Inland Empire U.S. Export Assistance Center (Ontario, California), Inland Empire Phone: 909-466-4137 Fax: 909-466-4140 Email: <u>Tony.Michalski@mailinator.com</u>

From:	IFP
Sent:	Tuesday, May 29, 2012 11:50 AM
То:	Caroline.de.Villoutreys@mailinator.com; Leticia.Arias@mailinator.com
Cc:	IFP; Leticia.Arias@mailinator.com; Maryavis.Bokal@mailinator.com;
	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com
Subject:	Cosmoprof North America 2012 - U.S. Export Interest Directory / IFP Approved submission
	from Export Company Test1 *** PLEASE DISREGARD - GENERATED FROM TEST
	SYSTEM ***

Dear Colleagues:

This email is to alert you that Export Company Test1 - Long Beach, CA - United States has registered and was approved for the Cosmoprof North America 2012 U.S. Export Interest Directory / IFP. Please review the profile here.

For ODO, there is no specific action at this time unless the company has requested to be contacted by a USEAC (see profile <u>here</u>).

For OIO, please note that this company has expressed an interest in your market. We hope that you will be promoting the Online Export Interest Directory / IFP Marketplace web page after June 25, 2012, when all registered companies will be listed. If you have not done it yet, please let us know if you will be supporting this initiative by completing the <u>Cosmoprof</u> North America 2012 Opt-In Form.

Do not hesitate to get back to us should you have any questions.

Leticia Arias Los Angeles (West) U.S. Export Assistance Center, Los Angeles (West) Phone: (310) 235-7204 Fax: (310) 235-7220 Email: Leticia.Arias@mailinator.com

Maryavis Bokal Irvine U.S. Export Assistance Center, Irvine Phone: 949-660-1879 Fax: 949-660-1338 Email: <u>Maryavis.Bokal@mailinator.com</u>

Tony Michalski Inland Empire U.S. Export Assistance Center (Ontario, California), Inland Empire Phone: 909-466-4137 Fax: 909-466-4140 Email: <u>Tony.Michalski@mailinator.com</u>

From:	IFP
Sent:	Tuesday, May 29, 2012 11:55 AM
То:	Leticia. Arias@mailinator.com; Maryavis.Bokal@mailinator.com;
	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com
Cc:	IFP
Subject:	Cosmoprof North America 2012 - IFP Review Form Submission from Buyertest1 - France ***
	PLEASE DISREGARD - GENERATED FROM TEST SYSTEM ***

Dear Cosmoprof North America 2012 IFP Project Team:

Henri Martin of Buyertest1 in France has requested information on the following companies:

#### • Export Company Test1

You can review and approve or disapprove this submission here.

CONTACT INFORMATION

Buyertest1 Mr. Henri Martin Importer 50 avenue Bosquet 75007 Paris France

Phone: +33 1 4312 7003 Email: <u>christophe.joly@uscsfrance.com</u> http://

Products/services: Test

Status: Other

Please indicate if you will be visiting Cosmoprof North America 2012: Undecided If exhibiting, please enter your booth number: n/a Please assist me in making contact with the companies selected: No

COMPANIES OF INTEREST

-----

Export Company Test1 (Booth#: 5B104) 1111 Long Beach, CA 90275 <u>http://www.buyusa.gov/ifp/</u> Mr. John Doe, Director Tel: +33 1 4312 7003 Email: <u>christophe.joly@trippypatterns.com</u>

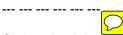
Products/Services: Brand new professional hair color technology specially formulated to deliver long-lasting color,complete grey coverage, and superior conditioning with only minimal ammonia.(long product description)

Objectives: Direct Sales, Joint-Ventures, Identify Distributors/Agents/Representatives

Subsidiaries in: France, Italy, Germany

Exclusive Agents/Distributors in: Spain

Non-Exclusive Agents/Distributors in: Greece, Turkey



Christophe Joly U.S. Commercial Service - Paris, France Phone: [33] (0)1 43 12 70 03 Fax: [33] (0)1 43 12 70 50 Email: <u>Christophe.Joly@trade.gov</u>

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NOTE: This message was automatically generated from <u>here</u>. In this trade lead referral, no claim is made or implied as to the suitability of the referenced company. Use the same diligence as with trade inquiries from any other source.

Individual Emailsto U.S. Companies Selected by International Requester (IFP Team + USEAC are copied)

# Christophe Joly

From:	IFP
Sent:	Tuesday, May 29, 2012 11:56 AM
To:	christophe.joly@trippypatterns.com
Cc:	Leticia.Arias@mailinator.com; Maryavis.Bokal@mailinator.com;
	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com; IFP
Subject:	Cosmoprof North America 2012 - IFP Int'l Trade Lead for Export Company Test1 from U.S.
	Commercial Service France - <mark>Buyertest1</mark> *** PLEASE DISREGARD - GENERATED FROM
	TEST SYSTEM ***

Export Company Test1 1111 Long Beach, CA, 90275 - United States Contact: Mr. John Doe, Director Ph: +33 1 4312 7003 Web: <u>http://www.buyusa.gov/ifp/</u>

#### Dear Mr. Doe:

The following international firm/organization has expressed interest in your company and its products after reviewing our listing <u>here</u>. You can review their submission <u>here</u>.

CONTACT INFORMATION

Buyertest1 Mr. Henri Martin Importer 50 avenue Bosquet 75007 Paris France

Phone: +33 1 4312 7003 Email: <u>christophe.joly@uscsfrance.com</u> http://

Activity/Products/Service: Test

Status: Other

Please indicate if you will be visiting Cosmoprof North America 2012: Undecided

# SUGGESTED ACTIONS

- Contact the overseas company by e-mail or fax within 48 hours or asap prior to Cosmoprof North America 2012 to acknowledge the inquiry and qualify this international trade lead. Note: you may continue to receive leads after the show is over. We have opted to keep posting your company information in the interest of generating additional leads, and overseas firms have located it using common search engines. If this is the case, please contact the overseas company to qualify the request.
- Verify if company will be attending Cosmoprof North America 2012.

- 3. Following your initial response, an excellent first screening step may be to ask appropriate questions or attach a short questionnaire allowing this lead to respond and outline desired skills/qualifications.
- 4. Follow-up on any materials/further communications sent.
- 5. Perform due diligence.
- 6. If appropriate, arrange to meet prospect at the Cosmoprof North America 2012.
- U.S. Commercial Service both in the United States and in the U.S. Embassies are working together to promote Cosmoprof North America 2012 and your export interest. We are available to assist you further with your international marketing objectives and follow-up on this lead. Please click <u>here</u> to find your International Trade Specialist.

-----

NOTE: This message was automatically generated from <u>here</u>. In this trade lead referral, no claim is made or implied as to the suitability of the referenced company. Use the same diligence as with trade inquiries from any other source.

Best regards,

Leticia Arias Los Angeles (West) U.S. Export Assistance Center, Los Angeles (West) Phone: (310) 235-7204 Fax: (310) 235-7220 Email: Leticia.Arias@mailinator.com

Maryavis Bokal Irvine U.S. Export Assistance Center, Irvine Phone: 949-660-1879 Fax: 949-660-1338 Email: <u>Maryavis.Bokal@mailinator.com</u>

Tony Michalski Inland Empire U.S. Export Assistance Center (Ontario, California), Inland Empire Phone: 909-466-4137 Fax: 909-466-4140 Email: Tony.Michalski@mailinator.com

From:	IFP
Sent:	Tuesday, May 29, 2012 11:56 AM
То:	christophe.joly@uscsfrance.com
Cc:	Caroline.de.Villoutreys@mailinator.com; Leticia.Arias@mailinator.com;
	Maryavis.Bokal@mailinator.com; Tony.Michalski@mailinator.com;
	Jason.Sproule@mailinator.com; IFP
Subject:	Cosmoprof North America 2012 - IFP Contact Information for Buyertest1 - France ***
	PLEASE DISREGARD - GENERATED FROM TEST SYSTEM ***

Buyertest1	
50 avenue Bosquet	
Paris, 75007 - France	$\bigcirc$
Contact: Mr. Henri Martin, Importer	
Ph: +33 1 4312 7003	
Web: http://	

Dear Mr. Martin:

Thank you for your submission to the U.S. Commercial Service - U.S. Department of Commerce online promotional Cosmoprof North America 2012 U.S. Export Interest Directory / IFP Trade Lead Program designed to connect U.S and international companies.

Please find below the contact information on the companies you selected:

Export Company Test1 (Booth#: 5B104) 1111 Long Beach, CA 90275 <u>http://www.buyusa.gov/ifp/</u> Mr. John Doe, Director Tel: +33 1 4312 7003 Email: <u>christophe.joly@trippypatterns.com</u>

Products/Services: Brand new professional hair color technology specially formulated to deliver long-lasting color,complete grey coverage, and superior conditioning with only minimal ammonia.(long product description)

Objectives: Direct Sales, Joint-Ventures, Identify Distributors/Agents/Representatives

Subsidiaries in: France, Italy, Germany

Exclusive Agents/Distributors in: Spain

Non-Exclusive Agents/Distributors in: Greece, Turkey

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The U.S. Commercial Service of the U.S. Department of Commerce is ready to assist you in sourcing U.S. products or services. Please click <u>here</u> to find your international trade specialist at the U.S. Embassy in France.

Should you need more information on Cosmoprof North America 2012 - July 22-24, Las Vegas, NV - USA please visit: http://www.cosmoprofnorthamerica.com/.

Best regards,

Leticia Arias

Los Angeles (West) U.S. Export Assistance Center, Los Angeles (West) Phone: (310) 235-7204 Fax: (310) 235-7220 Email: Leticia.Arias@mailinator.com

Maryavis Bokal Irvine U.S. Export Assistance Center, Irvine Phone: 949-660-1879 Fax: 949-660-1338 Email: <u>Maryavis.Bokal@mailinator.com</u>

Tony Michalski Inland Empire U.S. Export Assistance Center (Ontario, California), Inland Empire Phone: 909-466-4137 Fax: 909-466-4140 Email: <u>Tony.Michalski@mailinator.com</u>

\_\_\_\_\_

This message was automatically generated from your input <u>here</u>.

From:	IFP
Sent:	Tuesday, May 29, 2012 12:54 PM
To:	christophe.joly@trippypatterns.com
Cc:	Leticia.Arias@mailinator.com; Maryavis.Bokal@mailinator.com;
Subject:	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com; IFP Cosmoprof North America 2012 - U.S. Export Interest Directory / IFP Disapproved Form submission from Export Company Test1 *** PLEASE DISREGARD - GENERATED FROM TEST SYSTEM ***

#### Dear Mr. Doe:

We are sorry to inform you that your U.S. Export Interest Directory / IFP Registration for Cosmoprof North America 2012 has not been disapproved as your company does not meet program eligibility requirements.

Feel free to contact us should you have any questions.

Best regards,

Leticia Arias Los Angeles (West) U.S. Export Assistance Center, Los Angeles (West) Phone: (310) 235-7204 Fax: (310) 235-7220 Email: Leticia.Arias@mailinator.com

Maryavis Bokal Irvine U.S. Export Assistance Center, Irvine Phone: 949-660-1879 Fax: 949-660-1338 Email: Maryavis.Bokal@mailinator.com

Tony Michalski Inland Empire U.S. Export Assistance Center (Ontario, California), Inland Empire Phone: 909-466-4137 Fax: 909-466-4140 Email: <u>Tony.Michalski@mailinator.com</u>

## Example of Email Disaproving International Request

# Christophe Joly

From:	IFP
Sent:	Tuesday, May 29, 2012 1:02 PM
То	christophe.joly@uscsfrance.com
To Cc	Leticia.Arias@mailinator.com; Maryavis.Bokal@mailinator.com;
	Tony.Michalski@mailinator.com; Jason.Sproule@mailinator.com; IFP
Subject:	Cosmoprof North America 2012 - request for U.S. Export Interest Directory / IFP Disapproved
	Form submission from Buyertest1_*** PLEASE DISREGARD - GENERATED FROM TEST
	SYSTEM ***

Dear Mr. Martin:

We are sorry to inform you that your request for information from the U.S. Export Interest Directory / IFP Registration for Cosmoprof North America 2012 has not been approved as your company does not meet program eligibility requirements.

Feel free to contact us should you have any questions.

Best regards,

Leticia Arias Los Angeles (West) U.S. Export Assistance Center, Los Angeles (West) Phone: (310) 235-7204 Fax: (310) 235-7220 Email: Leticia.Arias@mailinator.com

Maryavis Bokal Irvine U.S. Export Assistance Center, Irvine Phone: 949-660-1879 Fax: 949-660-1338 Email: Maryavis.Bokal@mailinator.com

Tony Michalski Inland Empire U.S. Export Assistance Center (Ontario, California), Inland Empire Phone: 909-466-4137 Fax: 909-466-4140 Email: <u>Tony.Michalski@mailinator.com</u> Projects | <u>Registrations</u> | <u>Opt-ins</u> | <u>Requests</u> | <u>Pending Registrations</u> | <u>Pending Requests</u>

#### Project

Back To List Project ID: 82

Fields marked with \* are required.

Project Name*:	ISE 2013
	(e.g. Paris Air Show 2013. Please note that your input will be used to fill in fields in automatic gener emails.)
Project URL:	http://www.iseurope.org
	(e.g. http://www.paris-air-show.com. Please note that your input will be used to fill in fields in autom generated emails.)
Project Dates:	January 28 - 31, 2013
	(e.g. June 17-23. Please note that your input will be used to fill in fields in automatic generated ema
Project Location:	Amsterdam, the Netherlands
	(e.g. Paris, France. Please note that your input will be used to fill in fields in automatic generated er
Promotion Start Date*:	2012-12-17
	(Pick a date ideally 4 to 8 weeks before the event. Please note that your input will be used to in the sent to OIO TS.)
Project Close Date:	2013-12-17
	(By default 1 year after Promotion Start Date.)
Project Type*:	IFP/Showtime Combo
Image Upload:	Add/Update Image
	(The image uploaded can be used as the banner for the Registration, Requester, and Opt-in pages.
Publish Registration*:	●Yes ○No
Project Managers*:	X Ira Bel
	Add Project Manager
	(Ideally select one. Will be signee(s) of generated emails.)
Project Team:	X Wouter Indemans
	X Philip Hammerstein
	× Christophe Joly
	X Aribatu Idirisu
	Add Project Member
	(Members will be copied on all generated emails.)
External Project Contacts:	
	(Non-USCS contacts involved in the promotion to U.S. companies (e.g. show organizer). Will be cop on U.S. exhibitor registrations but not on leads. Please separate each with a semicolon.
<b>REGISTRATION FORM</b>	
Public Registration Link:	https://emenuapps.ita.doc.gov/ePublic/ifp-reg/82
Export Registration Data:	Create File
Registration Close Date:	2013-12-17
	(By default is equal to the Project Close Date.)

	Computer Software Computer Peripherals Other		
Prod/Service Categories:			
Num of Category Columns*:	◯1 ◉2 ◯3		
Sectors*:	1 of 32 selected		
	(Usually select only one sector. P	roject will be published in the selected sector	r(s).)
Industries*:	1 of 114 selected		
Countries/Contootot	OIO and ODO TS in the selected	e that is the most representative of your even industries will be copied on the generated lea	
Countries/Contacts*:	X Poland	Maria Kowalska	60
	X France	Myrline Mikal-Goide	GO
	X Belgium	Ira Bel	GO
	Czech Republic	Luda Taylor	60
	X Netherlands	Philip Hammerstein	60
	Add Country/Contact		
	Selected Countries/Contacts will a	appear on the Registration page.	
	DEVELOP YOUR INTERNATIO	NAL SALES THANKS TO OUR SHOWTIME	ECOUNSELING
	AND IFP TRADE LEAD PROGR	AMS!	
Web Page Heading:	Belgium, Czech Republic, France	t counseling program. Meet with Market Spe e, Poland and the Netherlands. Review your s development plan. Learn about market trer	product's market
	Department of Commerce to U.S connect with international buyers Export Interest Directory / Indust	on (IFP) is a unique Trade Lead Program off 6. companies that want to gain international e 6 and partners. Your product will be added to ry Focused Promotion (IFP) trade lead platfo orldwide will promote this site to qualified pote	xposure and the ISE 2013 U.S. rm. Department of
OPT-IN FORM			
· · ·	//emenuapps.ita.doc.gov/ifp/optin/	/editOptin.do?projectId=82	
Export Opt-In Data: Create	File		]

	Dear OIO colleagues:			
Web Page Heading:	Thank you for letting us know if you wish to promote, as part of the Export Interest Directory / IFP Trade Lead program, the U.S. companies exhibiting at the ISE 2013 trade show in Amsterdam, the Netherlands on January 29 - 31 (http://www.iseurope.org). This way we will make sure to provide you with the best support possible, include you in all appropriate communications. Companies will be listed online at <u>https://emenuapps.ita.doc.gov/ePublic/ifp-req/82</u> and you can promote this page to your local contacts as of December 17, 2012. You will be the signee and copied on all leads generated in your country. Do not hesitate to get back to us should you need additional information on this project. Best regards,			
	Ira Bel - USCS Beloium (ira.bel@trade.gov)			
REQUESTER FORM	https://smanusping.ite.deg.gov/sDublig/ife.reg/92			
Public Requester Link:	https://emenuapps.ita.doc.gov/ePublic/ifp-req/82			
Export Requester Data:	Create File			
Web Page Heading:	CONNECT WITH U.S. COMPANIES IN THE AUDIO VISUAL AND SYSTEMS INTEGRATION INDUSTRIES SEEKING INTERNATIONAL PARTNERS Looking for high quality suppliers in the field of A/V and Systems Integration? Let the U.S. Commercial Service help you find the best U.S. suppliers to meet your needs. We can arrange introductions to the companies listed below simply select the U.S. companies that interest you and receive their contact information and have yours sent to them. Choose to have the U.S. Commercial Service make the introductions or meet these companies independently. This program is designed to generate relevant business leads for the U.S. companies it features, based on their product descriptions and objectives. In order to help us ensure the highest level of service to you and all participating firms, we ask that you please be discriminating when making your selection. Thank you.			
AUDIT				
Created By: Ira Bel	Created On: 2012-11-26			
Modified By: Christo	phe Joly Modified On: 2012-11-27			
	Save Project Reset Form			
To download	the Showtime Scheduler please go to http://www.uscsfrance.com/showtime%20scheduler/.			
	For help with IFP matters, please contact the IFP Administrator:			
	Christophe Joly   U.S. Commercial Service Embassy of the United States of America   2, avenue Gabriel   75382 Paris CEDEX 08   FRANCE T:(+33) 1 43 12 70 03   F:(+33) 1 43 12 70 50   Email: <u>christophe.joly@trade.gov</u>			

### 2 Export.gov 11 - IFP/SHOWTIME COMBO REGISTRATION FORM

	Industry Focused Promotion
Industry Focused Promotion (IFP) Trade Leads	OMB No.: 0625-0237 Expires: 12-31-2012
Aerospace	ISE 2013 IFP Registration Form
Agricultural	DEVELOP YOUR INTERNATIONAL SALES THANKS TO OUR SHOWTIME COUNSELING AND IFP TRADE LEAD
Automotive	PROGRAMS!
Books	Show time is our at-show market counseling program. Meet with Market Specialists from Belgium, Czech Republic, France,
Chemical Engineering	Poland and the Netherlands. Review your product's market potential. Discuss your business development plan. Learn about
Composites	market trends and local business practices.
Construction	The Industry Focused Promotion (IFP) is a unique Trade Lead Program offered by the U.S. Department of Commerce to U.S. companies that want to gain international exposure and connect with international buyers and partners. Your product will be
Cosmetics	added to the ISE 2013 U.S. Export Interest Directory / Industry Focused Promotion (IFP) trade lead platform. Department of Commerce market specialists worldwide will promote this site to gualified potential buyers in their respective markets.
Defense	
Electronics	Once an overseas firm has selected your company on the ISE 2013 U.S. Export Interest Directory, you will be notified immediately and will receive information on the international buyer or partner in order to follow up and begin a dialogue
Energy	Interested? To participate in these free programs take a few minutes to complete the registration form here below.
Environmental Technologies	
Food Processing Franchising	Although not all fields are required, the quality of the information you provide in the form is crucial as it will affect your company's visibility and attractiveness.
Garments	For more information, on Showtime or the IFP Trade Lead Program please contact: ira.bel@trade.gov
General Industry	
Green Building	Note: this program is only available to U.S. companies.
HVAC	Fields marked with * are required.
Healthcare	SHOWTIME - ONE-ON-ONE BUSINESS COUNSELING MEETINGS
Hotel & Restaurant	Please tick boxes when appropriate.
Household	Yes, I want to participate in the ShowTime One-On-One Meetings Program and I confirm that the products/services
ICT	promoted contain at least 51% U.S. content.
Laboratory	Please select as many country representatives as you would like to meet with during the show.
Marine	(Europe)
Material Handling	Belgium - Ira Bel France - Myrline Mikal-Goide Poland - Maria Kowalska
Others	Czech Republic - Luda Netherlands - Philip Taylor Hammerstein
Pet Products	
Plastics	Date(s) and Time(s) I am NOT available for one-on-one meetings during the show:
Printing	
Pump, Valves & Compressors	
Security	
Tourism	Location of the meeting(s):
	At company booth At meeting point
	Please provide a brief statement on your company's sales activity in each of the markets you selected above. By market, please specify questions/topics you need the industry specialist(s) to be prepared to discuss.
	by market, please specify questions topics you need the moustly specialist(s) to be prepared to discuss.
	ONLINE U.S. EXPORT INTEREST DIRECTORY/IFP TRADE LEAD PROGRAM
	Please tick boxes when appropriate.
	Yes, I want to participate in the Online U.S. Export Interest Directory / IFP Trade Lead Program and I confirm that the
	products/services promoted contain at least 51% U.S. content.
	COMPANY INFORMATION
	Company*:
	Hall/Booth# (If Applicable):
	Street Address*:

#### Export.gov

City*:	Select a State
State:	Select a State
Zip*:	
Country*:	United States
Website*:	http://
CONTACT INFORMAT	ION - PART 1
Primary Point of Cont Business Developmen	act for Showtime or Trade Lead Program. (e.g. General Manager or Internat It Manager)
Prefix*:	Select a Salutation 💙
First Name*:	
Last Name*:	
	Title example: Managing Director or Export Manager
Title*:	
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 45
Phone*:	
	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 45
Cell (During Show):	
Fax:	Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 45
Fax:	
Email*:	
Backup contact perso	ION - PART 2 (OPTIONAL) on for Showtime or Trade Lead Program. (e.g. General Manager or Internation t Manager)
CONTACT INFORMAT Backup contact perso Business Developmen	on for Showtime or Trade Lead Program. (e.g. General Manager or Internatio It Manager)
CONTACT INFORMAT Backup contact perso Business Developmen Prefix:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internatio
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internatio It Manager)
CONTACT INFORMAT Backup contact perso Business Developmen Prefix:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager)Select a Salutation
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internatio It Manager)
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager)Select a Salutation
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Image:
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Image:
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Title example: Managing Director or Export Manager  Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title: Phone:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Title example: Managing Director or Export Manager  Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title: Phone:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Title example: Managing Director or Export Manager  Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title: Phone: Cell (During Show):	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Title example: Managing Director or Export Manager  Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title: Phone: Cell (During Show): Fax:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Title example: Managing Director or Export Manager  Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Title: Phone: Cell (During Show): Fax: Email: Email Confirmation:	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation It Manager) Select a Salutation  Title example: Managing Director or Export Manager  Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Last Name: Title: Phone: Cell (During Show): Fax: Email: Email Confirmation: PRODUCTS AND SER	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation t Manager) Select a Salutation
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Last Name: Title: Phone: Cell (During Show): Fax: Email: Email Confirmation: PRODUCTS AND SER	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation -Select a Salutation
CONTACT INFORMAT Backup contact perso Business Developmen Prefix: First Name: Last Name: Last Name: Title: Phone: Cell (During Show): Fax: Email: Email Confirmation: PRODUCTS AND SER Please indicate white	on for Showtime or Trade Lead Program. (e.g. General Manager or Internation -Select a Salutation- -Select a Salutation- Title example: Managing Director or Export Manager Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 456 VICES INFORMATION - PART 1 ch categories best describe your products or services: are Other

Ex	port	.aov
느~	port	.gov

eauer understands what you are onering.							
	auer	unuerstanus	wnat	you	are	onering.	

	your submission will be p	posted on the website as-is.	
	seek to promote. Includ		company, as well as the products a s. Describe competitive advantages
Please note th	hat this submission will be long company/products/se	e sent to international requesters after t ervices description is submitted then th	they select your profile listed on the he short products and services descript
		ING INFORMATION - PART 1	
Please indicate	e your business obje	ctives (check one or more)*:	
Direct Sal	es	Joint-Ventures	Other
Identify		Licensing Agreements	
Distributors/Ag	gents/Representatives		
BUSINESS OB1		ING INFORMATION - PART 2	
	e countries in which yo		
Blogge list th	o countrios in which vo		
		u have exclusive representatives:	
Please list th	e countries in which yo	u have non-exclusive representativ	/es:
Who are the	buyers or end users of	your products/services?*	
What related handle?*	or complementary pro	ducts might an agent or a distributo	or of your products/services also
OTHER INFORM	ATION (OPTIONAL)-		
I am new to	export:		
OYes Or	10		
I have alread	y worked with a U.S. D	epartment of Commerce office in th	he U.S. or abroad:
OYes ON	10		
l would like t	o be contacted by the l	J.S. Department of Commerce Expo	ort Assistance Center in my
geographica			, <b>,</b>
	area:		
OYes Or			
OYes ON Questions/Co	No		
	No	· · ·	
	No	· · ·	
	No	· · ·	
	No		
Questions/Co	No	Y	
Questions/Co	No mments:	Y	
Questions/Co	No mments:	Y	~
Questions/Co	No mments:	Y	

	Email*:
	SECURITY SANTAR
	Problems reading this? Try another.
	Enter the text shown above.*:
	ubmission of business or personal information is voluntary. Please be aware of our Privacy Policy.          Save Registration       Reset Form         ote: A printable copy of this page will appear next.
co to pe tha co	blic reporting for this collection of information is estimated to be 10 minutes per response, including the time for reviewing instructions, and ompleting and reviewing the collection of information. All responses to this collection of information are voluntary, and will be provided confidentially the extent allowed under the Freedom of Information Act. Notwithstanding any other provision of law, no person is required to respond to nor shall a erson be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless at collection of information, including suggestions for reducing this burden, to the Reports Clearance Officer, International Trade Administration, epartment of Commerce, Room 4001, 14th and Constitution Avenue, N.W., Washington, D.C. 20230.

	Project
Back To List	Project ID: 23
This project is no longe	er editable. If you'd like changes, please contact the OCIO Help Desk to make them for you.
Fields marked with * are required	J.
PROJECT INFORMATION	
Project Name*:	Automotive Global Business Development Program - U.S. Export Interest Directory
	(e.g. Paris Air Show 2013. Please note that your input will be used to fill in fields in automatic generation emails.)
Project URL:	
	(e.g. http://www.paris-air-show.com. Please note that your input will be used to fill in fields in automagenerated emails.)
Project Type*:	Ongoing IFP
Image Upload:	Add/Update Image
	(The image uploaded can be used as the banner for the Registration, Requester, and Opt-in pages.
Image:	US. COMMERCIALS SERVICE Drived States of America Department of Commerce
Use Image*:	●No ○Yes
Publish Registration*:	●Yes ○No
Project Managers*:	X Natasha Keylard
	X Stephanie Pencole
	Add Project Manager
	(Ideally select one. Will be signee(s) of generated emails.)
Project Team:	Add Project Member
	(Members will be copied on all generated emails.)
External Project Contacts:	
	(Non-USCS contacts involved in the promotion to U.S. companies (e.g. show organizer). Will be con on U.S. exhibitor registrations but not on leads. Please separate each with a semicolon.
<b>REGISTRATION FORM</b>	
Public Registration Link:	https://emenuapps.ita.doc.gov/ePublic/ifp-reg/23
Export Registration Data:	Create File
Registration Close Date:	
	(By default is equal to the Project Close Date.)
Prod/Service Categories:	<pre>01- Auto Body, Accessories &amp; Trim 02- Body Seatings &amp; Passenger Restraints 03- Chassis 04- Chemicals &amp; Car Care 05- Computer/Engineering Tools &amp; Services 06- Electrical/Electronic Components &amp; Systems 07- Other Parts &amp; Components 08- Engineering Design</pre>
Num of Category Columns*:	

Sectors*:	1 of 32 selected	
	(Usually select only one sector. Project will be published in the selected sector(s).)	
Industries*:	2 of 114 selected	
	(Ideally select only one i.e. the one that is the most representative of your event. Please note that OIO and ODO TS in the selected industries will be copied on the generated leads.)	
Countries:	134 of 134 selected	
	(Usually select all countries. Otherwise for a regional show you can select one or more regions.)	
Web Page Heading:	Automotive Global Business Development Program - Develop Your Int'l Sales The U.S. Commercial Service has put together a program to help you expand your internationa automotive sales. To participate in this FREE program, please complete the questionnaire on the website below. This will start the following process: You will be contacted by a Trade Specialist at the nearest U.S. Export Assistance Center. The Trade Specialist will assess your export experience.Then, the company profiles of experienced exporters will be posted on https://emenuapps.ita.doc.gov/ePublic/ifp-req/23 The website will be promoted by our international network of colleagues to foreign buyers, potential representatives, and possible partners worldwide. All foreign companies interested in doing business with you will be pre-screened for suitability.	
OPT-IN FORM		
Internal Opt-in Link: Export Opt-In Data:	https://emenuapps.ita.doc.gov/ifp/optin/editOptin.do?projectId=23 Create File	
Web Page Heading:	Dear OIO colleagues: Thank you for letting us know by filling in the opt-in form below if you wish or not to promote the Automotive Global Business Development Program - U.S. Export Interest Directory. Companies are listed online at https://emenuapps.ita.doc.gov/ePublic/ifp-req/23 This way we will make sure that you are the signee and that you are copied on all leads generated in you country. This IFP Trade Lead program is on-going (not connected to a specific trade show or event) and therefore you can begin to promote the site to your local contacts in the automotive related industry at anytime.	
<b>REQUESTER FORM</b>		
Public Requester Link:	https://emenuapps.ita.doc.gov/ePublic/ifp-req/23	
Export Requester Data:	Create File	
Web Page Heading:		

A	UTOMOTIVE: CONNECT WITH U.S. COMPANIES SEEKING INTERNATIONAL PARTNERS
Le ca in	boking for high quality suppliers in the field of automotive related technologies and services? At the U.S. Commercial Service help you find the best U.S. suppliers to meet your needs. We an arrange introductions to the companies listed below simply select the U.S. companies that terest you and receive their contact information and have yours sent to them. Choose to have e U.S. Commercial Service make the introductions or meet these companies independently.
fe th	his program is designed to generate relevant business leads for the U.S. companies it batures, based on their product descriptions and objectives. In order to help us ensure highest level of service to you and all participating firms, we ask that you please be elective when making your selection. Thank you.
AUDIT	
Created By: Christophe Jol	ly <b>Created On:</b> 2012-07-13
Modified By: Christophe Jo	Dly Modified On: 2012-07-16
	Save Project Reset Form For help with IFP matters, please contact the IFP Administrator:
	Christophe Joly   U.S. Commercial Service

Embassy of the United States of America | 2, avenue Gabriel | 75382 Paris CEDEX 08 | FRANCE T:(+33) 1 43 12 70 03 | F:(+33) 1 43 12 70 50 | Email:<u>christophe.joly@trade.gov</u>

	Industry Focused P	romotion
Industry Focused Promotion (IFP) Trade Leads		OMB No.: 0625-0237 Expires: 12-31-2012
Aerospace Agricultural	Automotive Global B Registration Form	usiness Development Program - U.S. Export Interest Directory IFP
Automotive	Automotive Global Bus	siness Development Program - Develop Your Int'l Sales
Books	The U.S. Commercial Se	rvice has put together a program to help you expand your international automotive
Chemical Engineering Composites		this FREE program, please complete the questionnaire on the website below. This will
Construction	2.1	
Cosmetics Defense	The Trade Specialist will	v a Trade Specialist at the nearest U.S. Export Assistance Center. assess your export experience. Then, the company profiles of experienced exporters will enuapps.ita.doc.gov/ePublic/ifp-reg/23
Electronics	• • • • •	
Energy		noted by our international network of colleagues to foreign buyers, potential ssible partners worldwide. All foreign companies interested in doing business with you will
Environmental Technologies	be pre-screened for suit	
Food Processing	Once a trade match is f	
Franchising		bund to be viable, our U.S. and international staff will work closely with you and the itate communication exchange.
Garments	To REGISTER: Please ca	refully fill in the form below:
General Industry	For more information co	ntact Natasha.Keylard@trade.gov or Stephanie.Pencole@trade.gov .
Green Building		
HVAC		
Healthcare	Fields marked with $*$ are	required.
Hotel & Restaurant	IFP - INDUSTRY FOCU	JSED PROMOTION TRADE LEAD PROGRAM
Household	IFP REGISTRATION*	
ICT		your company profile will be listed online as part of an Export Interest Directory and
Laboratory	will be promoted to int	ernational companies.
Marine	Yes, I want to par	ticipate in this IFP Trade Lead Program and I confirm that the products/services promoted contain
Material Handling	at least 51% U.S.	content.
Others	COMPANY INFORMAT	
Pet Products		
Plastics	Company*:	
Printing	Street Address*:	
Pump, Valves & Compressors	City*:	
Security	State:	
Tourism	State. Se	elect a State
	Zip*:	
	Country*: Ur	ited States
	Website*: htt	p://
	CONTACT INFORMATI	ON - PART 1
	Primary Point of Conta Business Development	ict for Showtime or Trade Lead Program. (e.g. General Manager or International Manager)
	Prefix*:	Select a Salutation 💌
	First Name*:	
	Last Name*:	
		Title example: Managing Director or Export Manager
	Title*:	
		Please enter area code in parenthesis preceded by country code, e.g. +1 (212) 123 4567
	Dhana*	

	Please enter area code in parenthe	esis preceded by country code, e.g. +1 (212) 123 4567
Cell (During Show):		
	Please enter area code in parenthe	esis preceded by country code, e.g. +1 (212) 123 4567
Fax:		
Email*:		
Email Confirmation*:		
CONTACT INFORMAT	ION - PART 2 (OPTIONAL)	
Backup contact pers Business Developmer		Program. (e.g. General Manager or International
Prefix:	Select a Salutation 💌	
First Name:		
Last Name:		
	Title example: Managing Director or	Export Manager
Title:		
	Please enter area code in parenthe	sis preceded by country code, e.g. +1 (212) 123 4567
Phone:		
	Please enter area code in parenthe	sis preceded by country code, e.g. +1 (212) 123 4567
Cell (During Show):		
	Please enter area code in parenthe	sis preceded by country code, e.g. +1 (212) 123 4567
Fax:		
Email:		
Email Confirmation:		
Email Confirmation:		
	VICES INFORMATION - PART 1-	
PRODUCTS AND SER	VICES INFORMATION - PART 1 - ch categories best describe yo	our products or services:
PRODUCTS AND SER	ch categories best describe yo	_
PRODUCTS AND SER Please indicate whi 01- Auto Body, /	ch categories best describe yo	_
PRODUCTS AND SER Please indicate whi	ch categories best describe yo Accessories & Trim	<ul> <li>09- Maintenance &amp; Repair Services and Equipme</li> <li>10- Manufacturing Equipment Tools Services &amp;</li> </ul>
PRODUCTS AND SER Please indicate whi 01- Auto Body, A 02- Body Seatin	ch categories best describe yo Accessories & Trim gs & Passenger Restraints	<ul> <li>09- Maintenance &amp; Repair Services and Equipme</li> <li>10- Manufacturing Equipment Tools Services &amp; Equipment</li> </ul>
PRODUCTS AND SER Please indicate whi 01- Auto Body, A 02- Body Seatin 03- Chassis 04- Chemicals & 05- Computer/E	ch categories best describe yo Accessories & Trim gs & Passenger Restraints & Car Care ngineering Tools & Services	<ul> <li>09- Maintenance &amp; Repair Services and Equipme</li> <li>10- Manufacturing Equipment Tools Services &amp; Equipment</li> <li>11- Mobile Electronics &amp; Technology</li> <li>12- Powertrains</li> <li>13- Testing/Instrumentation</li> </ul>
PRODUCTS AND SER Please indicate whi 01- Auto Body, , 02- Body Seatin 03- Chassis 04- Chemicals & 05- Computer/El	ch categories best describe yo Accessories & Trim gs & Passenger Restraints & Car Care ngineering Tools & Services ectronic Components & Systems	<ul> <li>09- Maintenance &amp; Repair Services and Equipme</li> <li>10- Manufacturing Equipment Tools Services &amp; Equipment</li> <li>11- Mobile Electronics &amp; Technology</li> <li>12- Powertrains</li> <li>13- Testing/Instrumentation</li> <li>14- Tire, Wheels</li> </ul>
PRODUCTS AND SER Please indicate whi 01- Auto Body, A 02- Body Seatin 03- Chassis 04- Chemicals & 05- Computer/Ei 06- Electrical/Ei 07- Other Parts	ch categories best describe yo Accessories & Trim gs & Passenger Restraints & Car Care ngineering Tools & Services ectronic Components & Systems & Components	<ul> <li>09- Maintenance &amp; Repair Services and Equipmen</li> <li>10- Manufacturing Equipment Tools Services &amp; Equipment</li> <li>11- Mobile Electronics &amp; Technology</li> <li>12- Powertrains</li> <li>13- Testing/Instrumentation</li> <li>14- Tire, Wheels</li> <li>15- Vehicles</li> </ul>
PRODUCTS AND SER Please indicate whi 01- Auto Body, 7 02- Body Seatin 03- Chassis 04- Chemicals 8 05- Computer/El	ch categories best describe yo Accessories & Trim gs & Passenger Restraints & Car Care ngineering Tools & Services ectronic Components & Systems & Components	<ul> <li>09- Maintenance &amp; Repair Services and Equipmen</li> <li>10- Manufacturing Equipment Tools Services &amp; Equipment</li> <li>11- Mobile Electronics &amp; Technology</li> <li>12- Powertrains</li> <li>13- Testing/Instrumentation</li> <li>14- Tire, Wheels</li> </ul>
PRODUCTS AND SER Please indicate whi 01- Auto Body, A 02- Body Seatin 03- Chassis 04- Chemicals & 05- Computer/Ei 06- Electrical/El 07- Other Parts 08- Engineering	ch categories best describe yo Accessories & Trim gs & Passenger Restraints & Car Care ngineering Tools & Services ectronic Components & Systems & Components	<ul> <li>09- Maintenance &amp; Repair Services and Equipmen</li> <li>10- Manufacturing Equipment Tools Services &amp; Equipment</li> <li>11- Mobile Electronics &amp; Technology</li> <li>12- Powertrains</li> <li>13- Testing/Instrumentation</li> <li>14- Tire, Wheels</li> <li>15- Vehicles</li> </ul>
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Please note that this submission will be sent to international requesters after they select your profile listed on the website. If no long company/products/services description is submitted then the short products and services description will be sent instead.

### Export.gov

BUSINESS OBJECTIVES AND M	ARKETING INFORMATION	- PART 1
Please indicate your busines	s objectives (check one o	or more)*:
Direct Sales	Joint-Ventures	Research & Development
ldentify	Licensing Agreer	nents Other
Distributors/Agents/Representa	tives	
BUSINESS OBJECTIVES AND M	IARKETING INFORMATION	- PART 2
Please select the countries i	n which you have the mo	st interest selling your products or services:
East Asia, Pacific		
Australia	Indonesia	Philippines
Brunei	Japan	
Cambodia	Korea (South)	
	Malaysia	
🗌 Fiji	Mongolia	Vietnam
Hong Kong	New Zealand	
Europe		
Albania	Germany	Poland
	Greece	
	Hungary	Romania
Azerbaijan		
Belarus		
Belgium		Slovak Republic
Bosnia and Herzegovina	Kazakhstan	
Bulgaria		
		Switzerland
Czech Republic	Macedonia	
Denmark	Malta	Turkey Turkmenistan
Estonia	_	
Finland	Montenegro	
	Netherlands	United Kingdom
	Norway	Uzbekistan
Georgia Aiddle East and Africa		
	India	Namibia
Afghanistan		
	Iraq Israel	<ul> <li>Nigeria</li> <li>Oman</li> </ul>
Angola		
Bahrain	Jordan	Pakistan
Bangladesh	Kenya	Qatar
Benin	_	Rwanda Saudi Arabia
Botswana	Lebanon	
Burkina Faso	Lesotho	Senegal
Cameroon	Liberia	South Africa
Congo (Democratic Republic)	Libya	Sri Lanka
Cote d'Ivoire	Madagascar	Swaziland
Egypt	Malawi	Tanzania
Ethiopia	Mali	
Gabon	Mauritius	Uganda
Gambia	Morocco	United Arab Emirates
Ghana	Mozambique	Zambia
Guinea		

-	а	Costa Rica	Mexico
🗌 Bahama		Dominican Republic	Nicaragua
Barbado:		Ecuador	
Belize		El Salvador	Paraguay
Brazil		Guatemala	Peru
Canada		Haiti	Trinidad and Tobago
Chile		Honduras	Uruguay
Colombia	a	Jamaica	
Please list t Please list t Who are the	he countries in whi he countries in whi b buyers or end use	ch you have a subsidiary: ch you have exclusive rep ch you have non-exclusiv rs of your products/service y products might an agen	e representatives:
I am new to Yes I have alrea Yes I would like geographica	No dy worked with a L No to be contacted by al area:	J.S. Department of Comm	erce office in the U.S. or abroad: ommerce Export Assistance Center in my
I am new to Yes I have alrea Yes I would like	export: No dy worked with a L No to be contacted by al area: No	J.S. Department of Comm	
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Submission of business or personal information is voluntary. Please be aware of our Privacy Policy.

Save Registration Reset Form

Note: A printable copy of this page will appear next.

Public reporting for this collection of information is estimated to be 10 minutes per response, including the time for reviewing instructions, and completing and reviewing the collection of information. All responses to this collection of information are voluntary, and will be provided confidentially to the extent allowed under the Freedom of Information Act. Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a current valid OMB Control Number. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Reports Clearance Officer, International Trade Administration, Department of Commerce, Room 4001, 14th and Constitution Avenue, N.W., Washington, D.C. 20230.

## 14-1 - IFP STANDARD Registration Form Web Page Heading Text

### DEVELOP YOUR INTERNATIONAL SALES THANKS TOTHE IFP TRADE LEAD PROGRAM!

The Industry Focused Promotion (IFP) is a unique Trade Lead Program offered by the U.S. Department of Commerce to U.S. companies that want to gain international exposure and connect with international buyers and partners.

# Please join, free of charge, the Cartes 2012 U.S. Export Interest Directory / Industry Focused Promotion (IFP) Trade Lead Platform.

This site will be promoted by U.S. Department of Commerce specialists based in U.S. Embassies worldwide to potential buyers and partners in their respective markets.

Once an overseas firm has selected your company on the Cartes 2012 U.S. Export Interest Directory, you will be notified immediately and will receive information on the international buyer or partner in order to follow up and begin a dialogue.

**Interested?** To participate in this program, which the U.S. Department of Commerce offers for free, please take a few minutes to complete the registration form here below.

Although not all fields are required, the quality of the information you provide in the form is crucial as it will affect your company's visibility and attractiveness.

For more information, on the IFP Trade Lead Program please contact: Charles.Defranchi@trade.gov

Note: this program is only available to U.S. companies.

Dear OIO colleagues:

Thank you for letting us know if you wish to promote, as part of the Export Interest Directory / IFP Trade Lead program, the U.S. companies exhibiting at the Cartes 2012 trade show in Paris, France on November 6-8 (<u>http://www.cartes.com</u>). This way we will make sure to provide you with the best support possible, include you in all appropriate communications. Companies will be listed online at <u>https://emenuapps.ita.doc.gov/ePublic/ifp-req/42</u> and you can promote this page to your local contacts as of **October 1, 2012**. You will be the signee and copied on all leads generated in your country. Do not hesitate to get back to us should you need additional information on this project.

Best regards,

Charles Defranchi - USCS France (<u>charles.defranchi@trade.gov</u>) on behalf of the ICT Global Team

# CONNECT WITH U.S. COMPANIES IN THE SMART CARDS, SECURITY, PAYMENT, IDENTIFICATION & MOBILITY INDUSTRIES SEEKING INTERNATIONAL PARTNERS

Looking for high quality suppliers in the field of smart cards, security, payment, identification and mobility related technologies and services? Let the U.S. Commercial Service help you find the best U.S. suppliers to meet your needs. We can arrange introductions to the companies listed below -- simply select the U.S. companies that interest you and receive their contact information and have yours sent to them. Choose to have the U.S. Commercial Service make the introductions or meet these companies independently.

This program is designed to generate relevant business leads for the U.S. companies it features, based on their product descriptions and objectives. In order to help us ensure the highest level of service to you and all participating firms, we ask that you please be discriminating when making your selection. Thank you.

## DEVELOP YOUR INTERNATIONAL SALES THANKS TO OUR SHOWTIME COUNSELING AND IFP TRADE LEAD PROGRAMS!

**Showtime** is our at-show market counseling program. Meet with Market Specialists from Belgium, Czech Republic, France, Poland and the Netherlands. Review your product's market potential. Discuss your business development plan. Learn about market trends and local business practices.

The **Industry Focused Promotion (IFP)** is a unique Trade Lead Program offered by the U.S. Department of Commerce to U.S. companies that want to gain international exposure and connect with international buyers and partners. Your product will be added to the ISE 2013 U.S. Export Interest Directory / Industry Focused Promotion (IFP) trade lead platform. Department of Commerce market specialists worldwide will promote this site to qualified potential buyers in their respective markets.

Once an overseas firm has selected your company on the ISE 2013 U.S. Export Interest Directory, you will be notified immediately and will receive information on the international buyer or partner in order to follow up and begin a dialogue

Interested? To participate in these free programs take a few minutes to complete the registration form here below.

Although not all fields are required, the quality of the information you provide in the form is crucial as it will affect your company's visibility and attractiveness.

For more information, on Showtime or the IFP Trade Lead Program please contact: ira.bel@trade.gov

Note: this program is only available to U.S. companies.

### 14-5 - IFP/SHOWTIME COMBO Opt-in Form Web Page Heading Text

Dear OIO colleagues:

Thank you for letting us know if you wish to promote, as part of the Export Interest Directory / IFP Trade Lead program, the U.S. companies exhibiting at the ISE 2013 trade show in Amsterdam, the Netherlands on January 29 - 31 (http://www.iseurope.org). This way we will make sure to provide you with the best support possible, include you in all appropriate communications. Companies will be listed online at <a href="https://emenuapps.ita.doc.gov/ePublic/ifp-req/82">https://emenuapps.ita.doc.gov/ePublic/ifp-req/82</a> and you can promote this page to your local contacts as of December 17, 2012. You will be the signee and copied on all leads generated in your country. Do not hesitate to get back to us should you need additional information on this project.

Best regards,

Ira Bel - USCS Belgium (ira.bel@trade.gov)

## CONNECT WITH U.S. COMPANIES IN THE AUDIO VISUAL AND SYSTEMS INTEGRATION INDUSTRIES SEEKING INTERNATIONAL PARTNERS

Looking for high quality suppliers in the field of A/V and Systems Integration? Let the U.S. Commercial Service help you find the best U.S. suppliers to meet your needs. We can arrange introductions to the companies listed below -- simply select the U.S. companies that interest you and receive their contact information and have yours sent to them. Choose to have the U.S. Commercial Service make the introductions or meet these companies independently.

This program is designed to generate relevant business leads for the U.S. companies it features, based on their product descriptions and objectives. In order to help us ensure the highest level of service to you and all participating firms, we ask that you please be discriminating when making your selection. Thank you.

## 14-7 - ON-GOING IFP Registration Form Web Page Heading Text

#### Automotive Global Business Development Program - Develop Your Int'l Sales

The U.S. Commercial Service has put together a program to help you expand your international automotive sales. To participate in this FREE program, please complete the questionnaire on the website below. This will start the following process:

You will be contacted by a Trade Specialist at the nearest U.S. Export Assistance Center. The Trade Specialist will assess your export experience. Then, the company profiles of experienced exporters will be posted on <u>https://emenuapps.ita.doc.gov/ePublic/ifp-req/23</u>

The website will be promoted by our international network of colleagues to foreign buyers, potential representatives, and possible partners worldwide. All foreign companies interested in doing business with you will be pre-screened for suitability.

Once a trade match is found to be viable, our U.S. and international staff will work closely with you and the foreign company to facilitate communication exchange.

#### To REGISTER: Please carefully fill in the form below:

For more information, contact  $\underline{Natasha.Keylard@trade.gov} \text{ or } \underline{Stephanie.Pencole@trade.gov} .$ 

### 14-8 - ON-GOING IFP Opt-in Form Web Page Heading Text

Dear OIO colleagues:

Thank you for letting us know by filling in the opt-in form below if you wish or not to promote the Automotive Global Business Development Program - U.S. Export Interest Directory. Companies are listed online at <a href="https://emenuapps.ita.doc.gov/ePublic/ifp-req/23">https://emenuapps.ita.doc.gov/ePublic/ifp-req/23</a>

This way we will make sure that you are the signee and that you are copied on all leads generated in you country.

This IFP Trade Lead program is on-going (not connected to a specific trade show or event) and therefore you can begin to promote the site to your local contacts in the automotive related industry at anytime.

Do not hesitate to get back to us should you need additional information on this project.

Best regards,

Stephanie Pencole - U.S. Commercial Service Paris, France Natasha Keylard - U.S. Commercial Service The Hague, The Netherlands

#### AUTOMOTIVE: CONNECT WITH U.S. COMPANIES SEEKING INTERNATIONAL PARTNERS

Looking for high quality suppliers in the field of automotive related technologies and services? Let the U.S. Commercial Service help you find the best U.S. suppliers to meet your needs. We can arrange introductions to the companies listed below -- simply select the U.S. companies that interest you and receive their contact information and have yours sent to them. Choose to have the U.S. Commercial Service make the introductions or meet these companies independently.

This program is designed to generate relevant business leads for the U.S. companies it features, based on their product descriptions and objectives. In order to help us ensure the highest level of service to you and all participating firms, we ask that you please be selective when making your selection. Thank you.