



Asia Pacific - USA  
Chamber of Commerce

# GATEWAY

Committed to Helping you Implement, Nourish, & Advance

## Gateway to *China* Trade Mission

Presented by  
Asia Pacific – USA Chamber of Commerce

*Open to All Industries*  
Beijing, Dalian & Shanghai  
July 7 – July 16, 2008

### Questionnaire

If you are considering registering for the Trade Mission, we will need you to fill out the following questionnaire in order for us to better achieve your mission goals. The more information we have on each company, the better we will be able to identify and screen potential business partners and contacts.

Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

1. Company's Principal Business Activity \_\_\_\_\_

2. Date Company Established \_\_\_\_\_ No. of Employees \_\_\_\_\_  
Annual Revenues (optional) \_\_\_\_\_

3. Describe your company's current interests and objectives concerning the Chinese market.

Sourcing from China

Export Products/Services to China

Operate wholly owned foreign enterprise in China

Joint Venture in China

Distributorship/Licensing Arrangements/Technology Transfer

Other \_\_\_\_\_

4. Describe the product/service(s) you seek to promote, including its competitive advantages and unique selling proposition. Include its applications and unique features that differentiate your product from that of the competition.

5. Who are your major competitors at home and abroad?

6. List the most important end-users or end-user industries for this product/service.

7. How is your product typically distributed and marketed in the United States (and in other countries if applicable)?
8. What type of licensing or registration does it require in the U.S.?
9. What related products might an agent/distributor of this product also handle?
10. Is your firm seeking representation on an exclusive basis in this market? Yes No
11. Describe any preferences, requirements, or pre-qualifications that the ideal prospect must have, such as English language ability, size, revenue, coverage, client base, investment, etc.
12. Describe any special features of your company's operations, interests, or objectives in the target market that can help us identify potential business partners.
13. Are there any specific companies, or types of companies, you would like us to contact?
14. Are there any specific companies, or types of companies, you would NOT like us to contact?
15. Is your company currently represented in this country or region? Yes No
16. If yes, is your distributor aware you are seeking additional representation? Yes No
17. What type of logistical support will you require? (Select all that apply)  
Hotel Ground transportation Interpreter Other (specify)
18. Describe in as much detail as you can, your company's ideal Chinese business partner or the business transaction that would best fulfill your company's objectives in the China market. (Use extra pages if necessary.)
19. What would you like to accomplish for your company by participating in the Trade Mission to China?

20. If you have any additional questions or comments concerning the Trade Mission to China, please provide them in the space provided below.

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**Registration Deadline is June 7, 2008**

<http://www.apucc.org>

For questions, please contact Omar Ali at (626 795-9486 or [omar@apucc.org](mailto:omar@apucc.org) )