

QUALIFYING QUESTIONNAIRE

To provide more detailed information about your company, please complete the enclosed request and return it to the address at the end of this questionnaire.

CONTACT INFORMATION

Company Name: _____

Contact: _____ Title: _____

Address: _____

City: _____ Province/State: _____ Postal Code: _____ Country: _____

Phone: _____ Fax: _____ Email: _____ Website*: _____

*If there is no website existing, please send us your latest product catalog.

COMPANY DETAILS

► **Business Sector of the Company**

- Industrial company/Manufacturer Wholesale/Distributor Trade publisher
 Commercial representative Association/Specialist institution Service provider Sub-supplier

Miscellaneous: _____

► Where is the headquarters of the group registered? _____

► Are there any branches and/ or subsidiaries in other countries? Yes No
If so, in which country and which city? _____

CONTINUED ►

COMPANY DETAILS (CONTINUED)

- ▶ What is your annual turnover (US Dollar or EURO)? _____
- ▶ What is the export share percentage? _____ %
- ▶ What are the priority countries? _____
- ▶ Where is your principal production facility located? _____
- ▶ What year was the company founded? _____
Number of employees: _____
- ▶ Which distribution channels do you use currently?
 Specialist stores Chain stores Wholesaler Mail order business Do-it-yourself stores Agents
 Furniture stores Interior decorators/Electrical trade Supplier to local government Online shops designers
Miscellaneous
- ▶ Please name your most important competitors: _____
- ▶ Please name your most important customers: _____

PRODUCT DETAILS

- ▶ We sell the following brands: _____
- ▶ Please name the quality characteristics of your product: _____
- ▶ Where is your product development work located? _____
- ▶ Which market segment do you serve?
 Luxury goods Top segment Medium segment High-volume
- ▶ Are you a member of a trade association: Yes No
If yes, which one? IALD IES Other
- ▶ Please list any other trade shows you exhibit in: _____
- ▶ Please list the primary products exhibited:
1. _____ 2. _____ 3. _____ 4. _____
- ▶ Requested booth size (ft²) at LightFair: _____
- ▶ Do you use a booth construction system? Yes No
If so, please send us some pictures of your stand. _____
- ▶ Are your products tested and certified to UL standards? _____

CONTINUED ▶

PRODUCT DETAILS (CONTINUED)

Our products belong to the following segments: Please give a total of 100 percent

- | | |
|--|--|
| <input type="checkbox"/> AI | <input type="checkbox"/> Lifi |
| <input type="checkbox"/> Alternative Energy | <input type="checkbox"/> Linear Systems & Strips |
| <input type="checkbox"/> Automotive | <input type="checkbox"/> Low Voltage Cable & Rail Systems |
| <input type="checkbox"/> Ballasts & Drivers | <input type="checkbox"/> Maintenance Vehicles |
| <input type="checkbox"/> Building Integration | <input type="checkbox"/> Modular |
| <input type="checkbox"/> Certification | <input type="checkbox"/> Museum |
| <input type="checkbox"/> Chandeliers | <input type="checkbox"/> Office |
| <input type="checkbox"/> Coatings | <input type="checkbox"/> OLEDs Fixtures |
| <input type="checkbox"/> Components | <input type="checkbox"/> Pendants |
| <input type="checkbox"/> Confinement | <input type="checkbox"/> Plasma |
| <input type="checkbox"/> Controls | <input type="checkbox"/> POE |
| <input type="checkbox"/> Covers | <input type="checkbox"/> Research & Publications |
| <input type="checkbox"/> Custom | <input type="checkbox"/> Resilient Lighting |
| <input type="checkbox"/> Daylighting Integration | <input type="checkbox"/> Retrofit Kits |
| <input type="checkbox"/> Decorative Sconces | <input type="checkbox"/> Sensors |
| <input type="checkbox"/> Design & Analysis | <input type="checkbox"/> Site & Roadway |
| <input type="checkbox"/> Digital Signage | <input type="checkbox"/> Smart Lighting |
| <input type="checkbox"/> Downlighting | <input type="checkbox"/> Software Systems |
| <input type="checkbox"/> Exit Signs & Emergency Lighting | <input type="checkbox"/> Solar Power |
| <input type="checkbox"/> Exterior Luminaires | <input type="checkbox"/> Specialty & Hardware |
| <input type="checkbox"/> Facade | <input type="checkbox"/> Sports |
| <input type="checkbox"/> Fiber Optic & Remote Source | <input type="checkbox"/> Surface Fixtures |
| <input type="checkbox"/> Fixtures | <input type="checkbox"/> Surface Mounts |
| <input type="checkbox"/> Flood | <input type="checkbox"/> Table & Task Lamps |
| <input type="checkbox"/> Fluorescent Lamps | <input type="checkbox"/> Task (unique applications) |
| <input type="checkbox"/> Germicidal Ultraviolet (GUV) | <input type="checkbox"/> Testing |
| <input type="checkbox"/> Health & Life Safety | <input type="checkbox"/> Theatrical & Entertainment |
| <input type="checkbox"/> HID Lamps | <input type="checkbox"/> Track Lighting |
| <input type="checkbox"/> Interior Luminaires | <input type="checkbox"/> Transformers |
| <input type="checkbox"/> IoT | <input type="checkbox"/> Troffers |
| <input type="checkbox"/> Landscape | <input type="checkbox"/> Vandal Resistant & Industrial Specialty |
| <input type="checkbox"/> LEDs | <input type="checkbox"/> Wall Washers & Accent |

CONTINUED ►

SIGNATURE

Please sign and date the form and return to the address below:

► Signature: _____ Date: _____

Please reply to:

Messe Frankfurt Inc.
LightFair Team
3200 Windy Hill Rd, Suite 500W
Atlanta, Georgia 30339

For any questions or comments:

(770) 984-8016
LightFairSales@usa.messefrankfurt.com

For more information visit:

www.LightFair.com