

Middle East Trade Mission to Dubai, United Arab Emirates and Kuwait
November 8th – 14th 2007

Sponsored by Food Export USA–Northeast, Food Export Association of the Midwest, and the
Ohio Department of Agriculture

Participation Agreement

Thank you for your interest in the Middle East Trade Mission. Below are the terms and conditions of this activity and the registration form. To register, simply read the information below and return the completed form and registration fee to Food Export USA–Northeast.

Registration Deadline: October 8, 2007

Registration Fees: \$475

*Out-of-Region companies from the southern or western United States will be admitted on a space available basis. A 50% surcharge will be added to the participation fees as well.

Tentative Trade Mission Schedule:

Arrive Dubai: Thursday, November 8, 2007

Visit Dubai Supermarkets, ATO Briefing & no host Dinner: Friday, November 9, 2007

One on One meetings, Table Top Presentation & Trade Reception: Saturday, November 10, 2007

One on One meetings & Dinner: Sunday, November 11, 2007

Travel to Kuwait, visit Kuwait Supermarkets, & no host Dinner: Monday, November 12, 2007

One on One meetings, Table Top Presentation & Trade Reception: Tuesday, November 13, 2007

One on One meetings: Wednesday, November 14, 2007, AM

Depart Kuwait for the United States: Wednesday, November 14, 2007

Participation Terms and Conditions

Food Export USA/Food Export Association of the Midwest agree to provide the following:

1. Create a mission brochure, which includes the company profile of each participant.
2. Provide one-on-one meetings and a table top showcase with key retailers, importers and distributors.
3. Provide a seminar explaining the local food market and labeling requirements.
4. Provide an import analysis and competitive store check for one of your company's products *in either* United Arab Emirates *or* Kuwait (\$350 for each additional product).
5. Provide interpreters during the mission.
6. Provide guided tours of the major supermarket chains.
7. Assist in shipment of samples required for the trade mission. Instructions will follow after registration.

Participating Company agrees to: (Please initial each statement)

1. _____ Pay participation fee and submit this completed Participation Agreement no later than the Registration Deadline of October 8, 2007.

2. _____This participation fee does not include flights, hotel expenses, meals and the shipping of samples to the Food Export USA office or to our freight forwarder for consolidation to the Middle East. Some expenses are eligible for Branded Program Reimbursement.
3. _____Ship samples to Food Export USA office or to our freight forwarder per instructions provided after registration. Samples will then be shipped to the appropriate markets by Food Export USA on your behalf.
4. _____Provide a company profile to Tim Sword (sword@mail.agri.state.oh.us) at registration but no later than October 8, 2007. This will be used to set meetings with buyers and provide the import analysis and competitive store check for your product.
5. _____Promote only those products with a minimum of 50 percent US-origin agricultural content, by weight.
6. _____Indemnify Food Export USA – Northeast, Food Export Association of the Midwest, and the Ohio Department of Agriculture from any financial loss or other claims resulting from participation in the Trade Mission.
7. _____Upon completion of this activity, complete an evaluation and provide information regarding increased export sales in these target markets or otherwise resulting from the show and an estimate of company’s financial contributions incurred while participating in the activity.

Company Information Section: The information contained on this page will be kept in strict confidence and is collected for trade mission purposes only.

Company:_____

Contact Name & Title: _____

Representative on Trade Mission (if different from above): _____

Address:_____

City:_____ State:_____ Zip Code:_____

Telephone:_____ Fax:_____ Email:_____

Website:_____

What are your company’s current market segments? (Please circle all that apply) Bulk; Cooperative; Direct to Public; Ethnic; Fresh; Gift; Halal; Healthy /Organic; HRI; Ingredients; Kosher; Mail Order; Private Label; Retail; Specialty Gourmet; Wholesale; Other

Type of Business? (Please circle) Agent; Broker; Consolidator; Cooperative; Distributor; Export Management Company; Export Trading Company; Grower; Manufacturer; Packer; Processor; Producer; Retailer; Wholesaler; Other

Please describe the range of products your company offers for export:_____

Product you would like the market study provided for _____

Please include brand name if possible _____

Would you like the market study in U.A.E or Kuwait ? (circle one)

To what countries do you currently export? _____

What are your company's current annual sales? \$ _____

What are your company's annual worldwide export sales? \$ _____

Do you already have distribution in U.A.E.? _____

What are your company's annual export sales in the U.A.E.? \$ _____

What is your company's export sales goal in the U.A.E. \$ _____

Do you already have distribution in Kuwait? _____

What are your company's annual export sales in Kuwait? \$ _____

What is your company's export sales goal in Kuwait? \$ _____

I would like to receive updates on other activities by Food Export Association of the Midwest and Food Export USA-Northeast by: (In the event that we can not reach you by e-mail, Food Export Association of the Midwest and Food Export USA-Northeast will contact you by fax.)

Fax E-Mail Both

I, _____ have agree to the conditions stated above. Signature of Contact Person _____ Date _____

Next Steps:

- Fax the completed agreement to Food Export USA - Northeast (215) 829-9777.
- The participation fee check should be made payable to Food Export USA. (Please reference Middle East Trade Mission). Food Export USA cannot accept credit cards at this time.
- Original participation agreement and payment must be received by October 8, 2007. Send to: Food Export USA - Northeast 150 S. Independence Mall W. Suite 1036, Philadelphia, PA 19106
- After registering, you will receive further instructions on sample shipment, hotels and flights.
- Questions? Contact the Trade Mission Coordinator, Tim Sword of the Ohio Department of Agriculture at 614.752.9816 or sword@mail.agri.state.oh.us**

This meeting is open to all persons without regard to race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, or marital or family status. Persons with disabilities who require alternative means of communication or language interpretation should contact: David Drayton at 215.829.9111 or ddrayton@foodexport.org no later than 15 days after the final registration deadline.