

# Virtual Trade Event (VTE) Application Form

**U.S. Seafood: Exploring Oceans of Opportunities**  
**A U.S. – Western Europe Virtual Event**  
**October 27 – 28, 2020; 7:00 am – 11:00 am EST**

**Directions:** Fill out completely, including as much detail as possible. Incomplete applications are subject to disqualification.

**Submission Checklist:**

- Completed, detailed application form.
- Deadline **September 11, 2020**.
- High-resolution company logo file.
- High-resolution headshot.

- Email application to [VirtualTradeEvents@usda.gov](mailto:VirtualTradeEvents@usda.gov)  
**Subject: Western Europe VTE**

- Verify your approval to export to the EU:** <https://www.fda.gov/food/food-export-lists/seafood-exports-european-union-and-china>

## 1. General Information

**Company Name:** \_\_\_\_\_

**Company Description:** (Detailed description to be used in virtual materials shared with host country distributors.)

### Company Overview:

Participant 1:	(person participating in VTE)
<input type="checkbox"/>	<i>I commit to participating – or will make arrangements with FAS in advance for a suitable replacement representative – in the VTE for its entire duration.</i>
Title:	
E-Mail:	
Telephone:	
Participant 2:	(person participating in VTE)
<input type="checkbox"/>	<i>I commit to participating – or will make arrangements with FAS in advance for a suitable replacement representative – in the VTE for its entire duration.</i>
Title:	
E-Mail:	
Telephone:	
Street Address:	
City:	
State and Zip Code:	
Website:	
Market Sector/Commodity:	
State(s) of U.S. Production:	
Number of Employees:	

### Company Designations: (optional; check all that apply)

- Female Owned
- Minority Owned
- Veteran Owned
- Native American Owned
- SME (500 or Fewer Employees)

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## 2. Background Information

Description of Current International Activities:

Trade Capacity Volume (Yearly Revenue/Sales):

## 3. Business Match-Making Profile

**Desired Business Partner:** (Provide information on types of companies you are most interested in meeting and be as broad or specific as you prefer.)

Desired Size of Potential Partner:

- 1 – 25 employees
- 26 – 50 employees
- 51 – 100 employees
- >100 employees

Profile of Desired Business Partner:

- Distributor
- Importer/Exporter
- Processor
- Producer
- Retailer
- Wholesaler

Are you currently approved to export to the EU?  Yes  No

If so, what products are you exporting and who are you working with locally?

What specific seafood product(s) do you want to export for the first time to this market or expand in the market? (i.e. lobster, fresh fish, frozen fish, shrimp, (NO BIVALVES) etc.)

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Any specific companies or people you would like to meet with during the VTE? If so, who?

#### 4. Additional Information

##### Interpretation Services:

Do you require interpretation services for your business meetings?  Yes  No

##### What would you like to achieve by joining this VTE?

##### How did you find out about this VTE?

###### Trade or Industry Organization:

- Food Association of the Midwest USA     Food Export USA Northeast  
 SUSTA     WUSATA     Other ( \_\_\_\_\_ )

###### USDA:

- FAS Website     USDA Email

**Please Note:** The information provided by your company for this application is for internal use by the parties that are involved in the preparation of this VTE and will not be disclosed to third parties. However, if your company is selected to participate in the VTE, your information – including company name, logo, and contact information – will be utilized to: 1) create business-to-business matches and 2) develop your company's online profile, which is available to all participants during the live event as well as included in the downloadable .PDF directory.