

A. GENERAL COMPANY INFORMATION

1. Company name:
2. Full Business Address:
3. President or executive:
4. Communications:  
Telephone Number:  
Fax Number:  
E-mail address:
5. DUNS Number:
6. Type of Business: (please check)  
≤ Import Agency ≤ Manufacturer ≤ Distributor ≤ Wholesaler ≤ Retailer ≤ others
7. Number of Employees:
8. Years Company was established:
9. Location of sales offices: (list name of city)  

1.	4.	7.
2.	5.	8.
3.	6.	
10. Describe your Geographical Sales Territory:
11. Annual Sales (prefer in US Dollars)

## B. PRODUCTS SOLD

Please list your product line(s) and state the number of years you have been carrying each line, and the percentage of total sales each product line represents to your company. Please specify your product name(s) if you carry the same category of products as we do, such as garlic, ginkgo biloba, green foods, acidophilus, etc. Attach additional sheets if needed.

<u>Product line</u> Percentage (Brand and product description) <u>share</u>	<u>Years</u>  <u>Represented</u>	<u>of sales</u>
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## C. CURRENT DOMESTIC AND/OR FOREIGN COMPANIES YOU NOW REPRESENT (Attach additional sheets if necessary)

1. Company Name:  
Name and title of Key contact:  
Full Address:  
Telephone: Fax:  
E-mail: Telex:

Products you handle for this company:

2. Company Name:  
Name and title of Key contact:  
Full Address:  
Telephone: Fax:  
E-mail: Telex:

Products you handle for this company:

3. Company Name:  
Name and title of Key contact:  
Full Address:  
Telephone: Fax:  
E-mail: Telex:

Products you handle for this company:



D. BANK REFERENCE

Bank Name:

Branch Name:

Full Business Address:

Account Number:

Telephone Number:

Fax:

E. TRADE REFERENCE

Company Name:

Name and title of Key contact:

Full Address:

Telephone:

E-mail:

Fax:

Telex:

## F. MARKETING INFORMATION

1. In what major trade shows do you exhibit regularly:
2. In what major trade journals do you advertise regularly?
3. What major types of stores do you call on regularly?
4. Describe in detail the method you would use to market our products in your country:
5. Describe in detail the channels of distribution you would use to sell our products in your country:
6. Describe the level of technical sales expertise in your company:
7. Is there any additional information about your company that you would like us to know?

Please attach this completed questionnaire to a copy of your company profile, product sheet, brochures, ad copies and any other literature you think would be helpful in our evaluation and return them to us for review. Thank you again for taking the time to complete this questionnaire and your interest in representing our company.

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**FOREIGN DISTRIBUTOR QUESTIONNAIRE**