

APT Instruments Distributor Questionnaire



Thank you for your interest in distributing APT Instruments products. Please answer the following questions to help us to better understand your business and evaluate future opportunities.

Name _____

Address _____

City/Country _____

Phone _____ Fax _____

Email _____ Web-Site _____

COMPANY

Type of company _____

Type of Sales _____

Who are the principal(s) of the company? _____

Number of Employees? _____

Strength of the company? (Why successful!) _____

Age of the Company? _____

SALES/MARKETING

Please forward a listing of products offered and samples of sales/marketing materials.

Current sales? _____

What has been the sales trend for the past 3 years? What is the reason for this change?

How does the company market its products? _____

What are the primary markets for the company? _____

What are the secondary markets for the company? _____

List some of the top customers for your products/services? _____

APPLICATIONS/TECHNICAL SUPPORT

What are some potential applications for these products with your customers? _____

What is your experience with similar products? _____

Who is the market leader for this type of product in your area? _____

Estimated market size for APT Instrument products? _____

TERMS OF BUSINESS

Type of arrangement desired. Terms of Business. _____

Marketing References from Suppliers (at least one U.S. Company)

Company _____

Address _____

City _____

Phone _____

Fax _____

Contact _____

Company _____

Address _____

City _____

Phone _____

Fax _____

Contact _____

Company _____

Address _____

City _____

Phone _____

Fax _____

Contact _____

Company _____

Address _____

City _____

Phone _____

Fax _____

Contact _____

Credit References

Company _____

Address _____

City _____

Phone _____

Fax _____

Contact _____

Company _____

Address _____

City _____

Phone _____

Fax _____

Contact _____