

# INTERNATIONAL DISTRIBUTOR QUESTIONNAIRE

E-mail: enquiry@amzexports.com

Website: www.amzexports.com

## Confidentiality Notice:

Name

Title

Wholesaler

Distributor



All information provided herein is considered confidential and will not be shared by AMZ with any third party without written consent of an authorized representative of the applicant.

The following information must be provided in order to be considered as a distributor of AMZ EXPORTS products. Please provide as much information as possible.

PLEASE NOTE: THIS QUESTIONNAIRE DOES NOT CONSTITUTE A CONTRACT OR ANY OFFER FOR

DISTRIBUTORSHIP. AMZ RESERVE	S THE RIGHT	10 ACCEPI	OR REJECT	DISTRIBUTOR	APPLICATIONS	ALIIS
SOLE DISCRETION.						
Prepared By:						

1. COMPANY	INFORMATION		
Company Na	me:		
Type of Entit	ty:		
Organized u	nder the Laws of:		
Street Addre	ess		
(Include P.O.	Box):		
City/State/P	rovince:		
Postal Code	/Country:		
Telephone N	O.:		
	Country Code		Main Number
Fax No.:			
	Country Code	Main N	Number
Website:			
			Contact I
Name:			
Title:			
Telephone N	0.:		
	Country Code		Main Number
Email addre			
Please indic	ate below, your main	type of bu	siness:

Other - describe below

#### 2. ORGANIZATION



- i) What year was your business established?
- ii) In which countries, beside your own, do you wish to distribute AMZ products?
- **iii)** Is your company a division or subsidiary of another company? Yes No If yes, please list the name and location of parent company and affiliates:
- v) How many sales representatives are in your company?

iv) How many people does your company employ?

vi) Does your company sell through independent sales representatives, agents or distributors?

Yes No

If "yes", please provide a brief explanation:

vii) Please provide us with your company's sales (in USD) for the following years:

2020 US \$

2021 US \$ (Projected)

2022 US \$ (Projected)

2023 US \$ (Projected)

viii) List the names of the following principal executives:

Managing Director/General Manager:

Manager - Sales:

Manager - Marketing:

#### 3. SALES & MARKETING

i) How many sales representatives will be selling our products?

Country/Territory:

Country/Territory:

No. of Sales Representatives:

ii) Are these sales representatives experienced FMCG food Products? Yes Noiii) Will you hire or appoint a marketing manager for our products? Yes No

If No, please explain:

- iv) What FMCG food products do you currently represent?
- v) What FMCG food category (or categories) does your company specialize?
- vi) How do you promotionally support your product lines in general? Advertising Promotions:

Trade Shows Direct-mailings Trade Magazines

Newsletter Other:

vii) Number of Accounts and Distribution channels Total No. Accounts: Total No. Distribution Channels:

vii)What Markets do you focus on?

Traditional Trade (Wholesale) Retail distribution Key Accounts. Other:

ix) What are the specific Tariff rates/Import duties on FMCG products for each country/territory in which

you wish to distribute AMZ products?

x) Does VAT apply in any country/territory in which you wish to distribute AMZ Products? Yes No

If yes, do you have a VAT Number? Yes No

#### 4. PRODUCT INFORMATION



Food:

Specific types of products you are interested in distributing. Check all that apply:

Peanuts Cashews Almonds Makhana Wild Honey Zeera Soda Custom Services

NON FOOD:

Air Fresheners Leather Accessories Oral Care Tooth Brush

Comments:

#### 5. SALES PROJECTIONS

Please complete the table below for projections for all of the markets in which you wish to distribute AMZ products.

Sales Projection	1st Year of Sales	2nd Year of Sales	3rd Year of Sales
Estimated No. of Customers			
Estimated No. of Orders			
Estimated Sales (USD)			

#### 6. REFERENCES

<b>i</b> )	BA	NK	RE	FΕ	RE	NCE:
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Name of your Bank:

Address:

Telephone No.:

#### 7. ORDER LOGISTICS

Import Destination (list for each country/territory in which you wish to distribute AMZ Products):

Country/Territory: Airport:

Country/Territory: Airport:

Country/Territory: Airport:

Country/Territory: Airport:

Country/Territory: Airport:



#### PAYMENT: Who is responsible for payment?

Name:

Address:

Contact: Contact Telephone No.:

Contact Fax No.:

Contact Email Address:

SHIP-TO: Please provide the exact ship-to address for orders

Name: Address:

Contact: Contact Telephone No.:

Contact Fax No.:

Contact Email Address:

INSURANCE: Is a Certificate of Insurance required with each shipment? Yes No INSPECTION: Is SGS inspection (or other) required? Yes No Others:

Freight-Forwarder: Please specify if there is a particular freight forwarder that you prefer, use

presently or that you have worked with in the past.

Name:

Address:

Contact: Contact Telephone No.:

Contact Fax No.:

Contact Email Address:

#### DOCUMENTS: Please indicate which documents are required with each shipment

Commercial Invoice (How many copies?)

Airway Bill Certificate of Origin Certificate of Conformity Other

### THE FOLLOWING INFORMATION MUST ACCOMPANY THIS QUESTIONNAIRE:

- Any required authorization to import into each country or territory in which you wish to distribute AMZ products.
- Summary of Sales/Marketing growth strategy
- List of all countries where you are requesting distribution rights.
- · A corporate brochure from your company, if available
- Current examples of marketing materials (flyers, brochures, advertising copy, etc.)

Feel free to include any other information which demonstrates your qualification to act as an AMZ distributor.

Thank you for taking the time to complete this Questionnaire. It is important to AMZ to ensure that our distributors are knowledgeable of the market, experienced in sales and marketing, and have financial security to properly act as our representative in their territory (ies).

We will thoroughly review this questionnaire and contact you as soon as possible. Please do not hesitate to contact us if you have any questions or comments.

Your interest in becoming a distributor for our products is greatly appreciated.

------See cover page for instructions for returning this Questionnaire to us. -------