



Representation Questionnaire

This questionnaire is designed to help UV Process Supply, Inc. to become acquainted with your company, to understand your sales markets, and to learn about your company's sales and marketing activities.

Although some of the questions may not directly apply to your company, please answer the questions as completely as possible. If you feel you would like to provide additional information about your company or its activities, please do so in the space provided at the end of the questionnaire.

Thank you for completing this questionnaire. Please be assured that the information you provide is only for the internal use of UV Process Supply and will be held in the strictest confidence.

Date: _____

Completed by: _____

Company Information:

Company Name: _____

Address: _____

City/State/Province: _____

Country: _____

Telephone: _____

Telefax: _____

e-mail: _____

Website address: _____

Are you a corporation, partnership or sole proprietorship?

In what year was your company established?

Who are the owners of your company?

Will you furnish a brief company history or brochure?

Will you provide us with the sales performance history of your company, including current annual sales figures?

How many offices do you have and what are their locations?

Do you have a warehouse? What size?

Do you presently stock products in your inventory for resale?

Do you have in-house computer graphics capabilities?

Do you conduct organized sales training programs for your sales staff?

If English is not the native language of your country, can you translate our sales and technical documents to use with your customers? Or do you believe that English language documents are OK for your market?

Do you use the following software on your computers:

Word

Adobe Acrobat

Power Point

Photoshop

QuarkXpress

Other _____

Excel

Personnel:

How many people are employed by your company?

How many outside sales representatives do you have?

How many inside sales representatives do you have?

How many administrative support staff do you have?

How many people are directly involved in the management of your company?

Do all members of your company's sales staff have:

- Internet Access
- Direct e-mail address
- At office only
- At home
- Both at office and at home

Territories Covered and Markets Served

Please check the boxes of the UV Process products categories they you would be interested in presenting to your customers:

- Safety Supplies
- Curing Controls
- Printing Supplies
- Microwave Replacement Parts
- Ink & Coating Handling Supplies
- Maintenance & Shop Supplies
- UV Curing Equipment

Please rate your sales activity in the following markets, based on frequency of orders. Select **Regularly** if you receive orders on a daily or weekly basis. Select **Quarterly** if you receive a few orders every three months. Select **Once in a While** if you receive an order from this market only a few times a year. Choose **Not Often** if do not receive orders on any regular basis. Select **Never/Don't Know** if you do not have any customers in this market.

	REGULARLY	QUARTERLY	ONCE IN A WHILE	NOT OFTEN	NEVER/DON'T KNOW
Screen Printing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Narrow Web/Flexo (up to 18"- 457mm)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ink/Coating Manufacturers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wood finishing/Flooring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Automotive	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
UV Powder	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Composites	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plastics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Equipment Manufacturers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adhesives, Spot Cure, Potting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commercial Printing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	REGULARLY	QUARTERLY	ONCE IN A WHILE	NOT OFTEN	NEVER/DON'T KNOW
Electronics, Photo Etching, Photo Etching	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging/Wide Web	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Optical Fiber/Cable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Optical Media	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Converting/Coating (wide web)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Containers (metal, plastic, glass)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rapid Prototyping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Electronic Beam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Of the industries you checked above, please list only markets important to your company.

Would you provide a confidential list of your key customers in those markets?

Since there are many different UV markets (as listed above) would you be willing to become a representative for specific markets only? This means another company may sell our products to different markets in your area?

What sales territories do you cover?

Will you accept deviations from you traditional territory?

Do your cover all of your markets directly or do you have subagents?

Sales Activities:

Do you prepare sales forecasts for your principles, how often?

Do you provide regular sales activity reports to your principles?

Do you have a direct mail and/or newsletter program, how often do you mail?

Do you participate in local or national trade shows? Please list.

Do you have a professionally printed product list?

Do you have a website?

Can your customers purchase from you "on-line".

Present Companies Represented:

Will you furnish a complete list of companies that you currently represent?

Will you supply references and contact information for several of your principles?

Do you feel that our products are compatible with your other products?

Do any of our products conflict with any of your other product lines?

Additional Information: