



Herbal Vineyards' Wholesale Questionnaire

Name: Don Guthrie

Company: Garne's Natural Life on Woodruff

1. Satisfaction and Product Performance:

- How satisfied are you with the quality and range of products we offer? Very Satisfied.
- Which products are your bestsellers and why do you think they perform well? Purple Sea Moss - Social Media excitement
- Have you received any customer feedback about our products that you can share? No

2. Ordering and Fulfillment Process:

- How would you rate your experience with our ordering and fulfillment process? 10
- Are there any areas in our ordering or delivery process you think we could improve? No

3. Marketing and Promotional Support:

- Are the marketing materials and support we provide helpful for your sales efforts? Great web site
- Is there any additional marketing support or materials that you think would help boost sales? No

4. Product Range and Innovation:

- Are there any additional products or variations you would like us to consider adding to our range? No - stick to what you are doing.
- How important is product innovation to you, and how can we better meet your needs in this area?

5. Pricing and Value:

- Do you feel our pricing structure is competitive and offers good value to you as a wholesaler? Decent pricing.
- Have you encountered any challenges with our pricing in terms of positioning our products in your store? No

6. Competitive Landscape:

- How do our products compare with competing brands you carry in terms of quality, price, and customer preference? yours sell best
- Feedback on Outreach and Acquisition Strategies:
- What attracted you to our brand initially, and what made you decide to carry our products? you make sea moss gel.
- Do you have any suggestions for how we could effectively reach out to and attract other stores like yours?

7. Partnership and Communication:

- How effective is our communication with you, and how can we improve it? No need to improve.
- What can we do to strengthen our partnership and support your business better? In store demo's.

8. Feedback on Outreach and Acquisition Strategies:

- What attracted you to our brand initially, and what made you decide to carry our products?
- Do you have any suggestions for how we could effectively reach out to and attract other stores like yours?