



## International Questionnaire

Thank you for interest in Puriton®!

We would like to learn more about your company. Please complete the following questionnaire with as much detail as you can and please email the completed form to [contact@puriton.us](mailto:contact@puriton.us).

After we receive your completed form, we will contact you as soon as possible.

Thank you for your time and interest in Puriton® and products.

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### General Information

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- Company Name: \_\_\_\_\_
- Contact Name : \_\_\_\_\_
  - Title : \_\_\_\_\_
- Company Address
  - U.S Mailing Address: \_\_\_\_\_ Foreign Address: \_\_\_\_\_
    - Street: \_\_\_\_\_
    - City & State : \_\_\_\_\_
    - Country & Postal Code: \_\_\_\_\_
  - Telephone: \_\_\_\_\_
  - E-mail: \_\_\_\_\_
  - Website: \_\_\_\_\_

How did you hear about Puriton®?

Year Company Established:

If your company is a subsidiary, list the name and address of the present company

List all your company's branch offices and /or representatives):

- U.S Mailing Address: \_\_\_\_\_ Foreign Address \_\_\_\_\_
  - Street: \_\_\_\_\_
  - City & State : \_\_\_\_\_
  - Country & Postal Code: \_\_\_\_\_
- Telephone: \_\_\_\_\_
- E-mail \_\_\_\_\_
- Website: \_\_\_\_\_

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## Additional Information

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**Type of Business:**

- Agent      Distributor      Manufacturer      Retailer
- Number of Employees: \_\_\_\_\_
  - Number of Salespeople: \_\_\_\_\_

Describe your Sales Organization:

Direct      Retailers      Both

Are you interested in becoming a distributor or buying from one in your region?

Yes      No

Describe your physical building:

Office      Warehouse Space

Describe your Geographic Sales Territory:

Annual sales in US currency ( last 3 years):

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## Marketing Information

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Describe the Budget, Type, and Frequency of your Advertising and Promotions:

Do you promote your products through Digital Media/ Social Media, if so please list:

Describe the market channels you sell through:

Wholesale      Internet      Catalog      Retail      Direct Selling

Do you sell directly to these market channels or to use Wholesale/Retailers?

Direct      Wholesale/Retailers

What online websites does your company or your customers sell products through?

Name      Website Address

What markets does your company sell to, for example, Mass Retailers, Specialty Health/Beauty?



What market and market channels do you think our products are suited for in your territory?

Describe which methods your sales organization uses to generate new sales?

Trade shows      Conferences      Advertising      All

What trade show your company exhibit at or attend?

Does your company belong to any trade organizations/ associations?

Does your company have any certifications, if yes please list below?

What complementary products does your company currently sell?

Product Line      Years Represented

What additional information about you and/or your company would like us to know?



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## Products sold

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Please list your major product lines, the number of years that you have been representing each line, and the percentage of total sales each product line represents.

Product Line	Years Represented	Percent of Total Sale
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List current companies you represent US and/or non-US companies

- U.S Mailing Address: \_\_\_\_\_ Foreign Address \_\_\_\_\_  
Street: \_\_\_\_\_  
City & State : \_\_\_\_\_  
Country & Postal Code: \_\_\_\_\_
- Telephone: \_\_\_\_\_
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- Website: \_\_\_\_\_