



**International Distributor Questionnaire**

Please answer all questions. The information provided will be kept strictly confidential.

<b>General and Business Information</b>		
How did you find out about Skibz?	1	<input type="checkbox"/> Magazine
	2	<input type="checkbox"/> Internet
	3	<input type="checkbox"/> Friend
	4	<input type="checkbox"/> Trade Show
	5	<input type="checkbox"/> Other
Company Name		
Description of Business		
Name of Contact Person		
Postal/Mailing Address		
City		
State/Province		
Postal Code		
Country		
Telephone		
Fax		
E-mail		
Web Site		
Number of Years in Business		
Number of Employees		

<b>Sales and Marketing Information</b>	
What is the geographic region covered by your sales and marketing (this need not be the entire country)	
Names of any other brands/companies represented by you	
Names of any major retailers you supply and type of sector	
Number of retailers in each of the sectors you supply	
Please advise your experience in the baby gift and nursery sector	
Please specify other products you handle that might compete or complement Skibz	
Describe the launch and marketing strategy you would employ for Skibz in your geographic region	
Please describe any other specific industries or market sectors you specialise in	
<b>Other Details</b>	
Do you have secure warehousing and handling facilities which would be adequate for our needs?	
Please advise your distribution channels	
Please advise your usual payment and stocking terms	
Are you able to supply trade references if required?	
Please provide the name and address of your bankers	

**Thank you for providing this information.**

**Please return your completed form to:**

**[susan@skibz.co.uk](mailto:susan@skibz.co.uk)**