

## Distributing Salamander Ceramic Infrared Heating Elements

We are interested in adding additional agents and distributors in the United States and other countries. Salamander Ceramic Infrared Heating Elements have been an exceptional product line for our distributors in the United States and 10 countries. Please contact us if you would like to be considered to join our distribution network and take advantage of distributor discounting, lead referrals and sales opportunities in many markets.

The following is a questionnaire designed to help us better understand your company. Please fill out the questionnaire below and mail or fax it to:

Mor Electric Heating Assoc., Inc.

Fax Number: 1-616-784-7775

Contact \_\_\_\_\_ Position \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

If you have additional locations, how many? \_\_\_\_\_

How long has your company been in business? \_\_\_\_\_

What is your geographical region of sales? \_\_\_\_\_

How many employees do you have? \_\_\_\_\_

How many salespeople do you have working outside your office calling on customers? \_\_\_\_\_

How many electrical engineers do you have? \_\_\_\_\_

Besides direct contact, how else do you sell or promote your products? \_\_\_\_\_

Do you stock any of your products? \_\_\_\_\_

What are your current most important product lines? \_\_\_\_\_

Are you currently selling ceramic heaters? \_\_\_\_\_

Which ones? \_\_\_\_\_

How long have you been selling them? \_\_\_\_\_

What percentage of your overall sales is to OEM's? (Original Equipment Manufacturers) \_\_\_\_\_

End Users? \_\_\_\_\_

What are your current payment terms to vendors? \_\_\_\_\_

Feel free to mail any additional literature, brochures, or linecards that would give us background information on your company.