

NEW EXPORT DISTRIBUTOR - Questionnaire



Please help us to find out more about your company by answering the questions below:

Your Company

Name of your company

Year your company was established

Number of dental sales staff

Annual Sales (USD\$)

Your Products

a. Which of the following dental products do you buy currently? (Please tick)

- Burs (made by:)
- High speed turbine handpieces (made by:)
- Dental materials and chemicals (made by:)
- Hand instruments (made by:)

b. For any of the above products, what is the market price that you pay?

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c. Which other products do you distribute?

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d. With reference to a. above, please indicate your normal annual requirements for each product

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Export Questionnaire

Your Sales & Distribution Method

a. How would you market and sell our products?

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b. Which countries do you currently sell to?

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c. What are your plans (if any) to develop into other markets?

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Your Dental Market

Number of dentists

Leading brand names:

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Does your market require registration for any of the our products?
Please specify:

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Thank you for your time in completing this questionnaire. Please return it to:

Jonathan Barber
Export Department
FAX: ++44 1452 307 187

Export Questionnaire