



START PAC, LLC.

REPRESENTATIVE/DISTRIBUTOR QUESTIONNAIRE

This form is designed so that the "tab" key will automatically move to the next cell and so that each cell will expand as needed to enter information.

1. COMPANY NAME:

2. COMPANY ADDRESS, CITY, STATE/PROVINCE/COUNTY, POST CODE:

3. COMPANY MAIN TELEPHONE:	4. COMPANY MAIN FAX:	5. WEBSITE:

6. WHEN WAS YOUR COMPANY FORMED?

7. TYPE OF COMPANY: SOLE PROPRIETORSHIP LIMITED LIABILITY CORPORATION CORPORATION OTHER (PLEASE EXPLAIN)

8. MANAGING DIRECTOR/PRESIDENT'S NAME:	9. MD'S TELEPHONE:	10. MD'S CELL TELEPHONE:

11. MD'S FAX NUMBER:	12. MD'S E-MAIL ADDRESS:

13. MARKETING/SALES MANAGER'S NAME:	14. M MGR'S TELEPHONE:	15. M MGR'S CELL PHONE:

16. MARKETING/SALES MANAGER'S FAX:	17. MARKETING/SALES MANAGER'S E-MAIL:

18. TERRITORY COVERED (LIST PRINCIPAL CITIES):



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19. NUMBER OF EMPLOYEES:	20. NUMBER OF MARKETING/SALES EMPLOYEES:

21. DOES YOUR SALES PERSONNEL HAVE TECHNICAL ABILITIES AND EXPERIENCE IN DC POWER SYSTEMS TO START HELICOPTER, FIXED WING AIRCRAFT, MILITARY VEHICLES, TRUCKS, ETC. AND ITS APPLICATIONS? NO YES – EXPLAIN (EDUCATION, YEARS OF EXPERIENCE, WHERE OBTAINED, ETC.):

22. LIST OF CURRENT COMPANIES THAT YOUR REPRESENT:

23. LIST OF PRIMARY PRODUCTS YOU SELL (CATEGORIES):

24. LIST OF ELECTRICAL POWER SYSTEMS YOU SELL (TYPE & MANUFACTURER):

25. LIST OF YOUR KEY CUSTOMERS IN THE TERRITORY:

26. GROSS SALES 2014 (US\$):	27. GROSS SALES 2015 (US\$):	28. GROSS SALES EXPECTED IN 2016 (US\$):

29. SALES ACHIEVED YEAR TO DATE, 2006 (US\$):	30. APPROX. AVG SIZE OF A SINGLE SALE (US\$):

31. % OF SALES COMMERCIAL:	32. % OF SALES MILITARY:

33. WHAT IS YOUR METHOD OF SELLING? DIRECT CONTACT PHONE SALES CATALOG SALES INTERNET SALES OTHER - EXPLAIN: (CHECK ALL THAT APPLY)



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34. DO YOU ADVERTISE? NO YES (IF YES, IN WHAT MEDIA?):

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35. DO YOU IDENTIFY THE COMPANIES YOU REPRESENT IN YOUR ADVERTISING? YES NO NOT APPLICABLE:

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36. DO YOU PARTICIPATE AS AN EXHIBITOR IN EXHIBITIONS? NO YES (IF YES, LIST LAST 2 YEARS EXHIBITIONS ATTENDED):

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37. DO YOU SELL ON COMMISSION? NO YES – IF YES, WHAT IS YOUR TYPICAL COMMISSION RATE?

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38. ARE YOUR COMMISSIONS LIMITED BY YOUR TERRITORY'S LAWS? NO YES – PLEASE EXPLAIN:

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39. DO YOU SELL AS A DISTRIBUTOR IN YOUR COMPANY'S NAME? NO YES – IF YES, WHAT IS YOUR EXPECTED % MARK-UP?

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40. DO YOU BUY AGAINST YOUR OWN LETTERS OF CREDIT? YES NO – IF YES, EXPLAIN YOUR TYPICAL TERMS:

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41. HAS YOUR COMPANY OR ANY OF ITS OWNERS EVER BEEN ACCUSED, ARRESTED, INDICTED OR CONVICTED OF ANY VIOLATION OF LAWS RELATIVE TO IMPORT, EXPORT, ILLEGAL INFLUENCE/ CORRUPTION, COMMERCIAL TRANSACTIONS OR COMPANY OPERATIONS, INCLUDING TAX LAWS? NO YES – IF YES, PLEASE EXPLAIN:

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42. HAS YOUR COMPANY OR ANY OF ITS OWNERS EVER FILED FOR, OR BEEN JUDGED, BANKRUPT, EITHER VOLUNTARILY OR INVOLUNTARILY? NO YES – IF YES, PLEASE EXPLAIN:

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43. HAS YOUR COMPANY OR ANY OF ITS OWNERS OR PERSONNEL EVER BEEN ACCUSED OF VIOLATING ANY U.S. GOVERNMENT IMMIGRATION, EXPORT OR IMPORT LAW; OR AIDING OR FACILITATING ANY TERRORIST ORGANIZATION? NO YES – IF YES, PLEASE EXPLAIN:

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44. ARE ANY OWNERS, OFFICERS OR KEY EMPLOYEES OF YOUR COMPANY CURRENTLY SERVING IN ANY CAPACITY AS AN ACTIVE MEMBER OR EMPLOYEE OF ANY GOVERNMENT OR CUSTOMER COMPANY?
NO YES – IF YES, PLEASE EXPLAIN:

45. GIVE 3 CLIENT REFERENCES (INCLUDING COMPANY NAME, CONTACT NAME, TELEPHONE & E-MAIL):

45.1.

45.2.

45.3.

46. GIVE 3 CUSTOMER REFERENCES (INCLUDING COMPANY NAME, CONTACT NAME, TELEPHONE & E-MAIL):

46.1.

46.2.

46.3.

47. GIVE 1 BANKING REFERENCE (INCLUDING BANK & BRANCH NAME, CONTACT NAME, TELEPHONE & E-MAIL):

47.1.

48. DO YOU ACCEPT AND AGREE THAT WE MAY CONTACT THE CLIENTS, CUSTOMERS AND THE BANK REFERENCED IN 45., 46. AND 47. ABOVE TO OBTAIN REFERENCES ON YOUR COMPANY FROM THEM?
YES NO:

49. ARE YOU REGISTERED WITH THE U.S. EMBASSY AS AN INTERESTED COMPANY IN REPRESENTING U.S. COMPANIES? YES NO – IF NO, WILL YOU DO SO IF REQUESTED? YES NO:

**THE FOREGOING INFORMATION IS PROVIDED BY THE UNDERSIGNED, WHO IS A FULLY AUTHORIZED EXECUTIVE OF THE COMPANY.
TO THE BEST OF MY KNOWLEDGE, THE INFORMATION PROVIDED HEREIN IS TRUE AND CORRECT.**

50. DATE:	51. NAME & TITLE:	SIGNATURE:

52. PLEASE PROVIDE ANY OTHER COMMENTS RELATIVE TO YOUR INTEREST IN WORKING WITH OUR CLIENT – THANK YOU.



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