



Refreshing World

International

DISTRIBUTOR QUESTIONNAIRE

FORM

Please complete and send or fax to the following address:

Taj group of companies

Taj Agro International

(A Division of Taj Pharmaceuticals Ltd.)
434, Laxmi Plaza, Laxmi Industrial Estate,
New Link Road, Andheri (W)
Mumbai- 400 053. India.

Phone : General EPA BX

91 - 22 - 26322701

91 - 22 - 26374592/93

91 - 22 - 30601000

Fax : 91-22-26322167

Website: www.tajpharmaceuticals.com / www.tajpharma.com

www.tajapi.com / www.tajagroproducts.com

Email: tajpharmaceuticals@gmail.com/ tajpharma@rediffmail.com





INTERNATIONAL DISTRIBUTION

The following information must be provided in order to be considered as a Distributor of TAJ AGRO INTERNATIONAL (A Division of Taj Pharmaceuticals Limited.) Products. Please provide as much information as possible.

PLEASE NOTE: THIS QUESTIONNAIRE DOES NOT CONSTITUTE A CONTRACT OR ANY OFFER FOR DISTRIBUTIONSHIP. TAJ AGRO INTERNATIONAL (A DIVISION OF TAJ PHARMACEUTICALS LIMITED.) RESERVES THE RIGHT TO ACCEPT OR REJECT THIS QUESTIONNAIRE AT ITS DISCRETION.

I. COMPANY INFORMATION

Company Name: _____

Office Address: _____

P.O. Box : _____

City/State/Province: _____

Postal Code: _____ Country _____

Telephone Number _____

Country Code Main Number Extension, if any

Fax Number: _____

Person to Contact: _____

Title: _____

E-mail Address: _____

Mobile Number: _____

Company Website: _____

Please Indicate below, your type of Business:-

F.M.C.G. Manufacturer Distributor

Broker/ Trading Company Marketing Company other describe below

II. ORGANIZATION

1) Which year was your Business Established? _____

2) Indicate number of years in Agro Products related Business: _____

3) In which countries, beside your own, do you provides your service:

4) Is your company a Division or subsidiary of another company? YES NO

If yes, please list the name and location of Parent company:

- 5) How many people does your company employ?
 6) How many sales representatives are in your company?
 7) Does your company sell through independent sales representatives, Agents or Distributors YES NO

If "yes", please provide a brief explanation of the number and type of Other sales:

- 8) List the names of the following principal executives:

President/ CEO: _____

Managing Director/ General Manager: _____

Vice president/ Manager - Sales: _____

Vice President/Manager - Marketing: _____

III. SALES & MARKETING

Segment of Products Interested in-:

- 1) How many sales representatives will be selling our products: _____
 2) Are these sales representatives experience in Agro Products sales? Yes No
 3) Will you Hire or Appoint a Marketing Manager for our products? Yes No
 4) What Agro / FMCG Products Manufacturers and products do you currently represent?

- 5) What Agro Products category (or categories) does your company specialize?

- 6) How do you promotionally support your product lines in General?

Advertising:

- Consumer Magazines
 Newspaper
 Trade Magazines
 Local Ratio

Other _____

Promotions:

- In-store events
 Special pricing
 Direct-Mailings
 Sample support
 Super-Markets
 Detailing of Traders, Stockiest, etc
 other: _____

- 7) Number of Accounts and Distribution channels

Total number of Accounts: _____

Of all your accounts, please provide number in each category:

Stockiest _____

Whole sellers' _____

Manufacturers _____

Importers/Traders _____

Farms _____



Other _____

8)What market do you focus on?

- Government Tenders Super-Markets Direct Sale
 Importers/Traders other: _____

a. What are the specific Tariff rates/ Import duties on certain Agro based Products Vs other commodities?

b. Please specify, international sales tax : _____

VI. SALES PROJECTIONS

Please complete the table below for sales projections of each product you choose to distribute in your local market. If you wish to go beyond your local market, Contact us for additional information.

If you need additional space, please use Microsoft Excel to create a larger list.

Sales Projection Product Description	1 st Year of Sales	2 nd Year of Sales	3 rd Year of Sales
1.	Units	Unites	Units
2.	Units	Units	Units

VII. REFERENCE

1) BANK REFERENCE

Name of your Bank: _____

Address: _____

Telephone: _____

Fax: _____

2) COMMERCIAL REFERENCE (Pease provide us with at least two references)

Business Name: _____

Address: _____

Contact Name: _____

Contact Telephone: _____

E-mail: _____

.....



Business Name: _____

Contact Name: _____
Contact Telephone: _____
E-mail: _____

Business Name: _____
Address: _____

Contact Name: _____
Contact Telephone: _____

VIII. ORDER LOGISTICS

Ports to be used:
AIR: _____
SEA: _____

PAYMENT: Who is responsible for payment?

Name: _____
Title: _____
Address (if different from your office Address)

Telephone: _____
Fax: _____
Email Address: _____

SHIP-TO: Please provide the exact ship-to address for orders

Name: _____
Address: _____

Person to Contact: _____
Telephone: _____
Fax: _____
Email Address: _____

INSURANCE: Is a Certificate of Insurance required with each shipment?

Yes No

FREIGHT - FORWARDER: Please specify if there is a particular freight forwarder that you Prefer, use presently or that your have worked with in the past.

Name: _____

Address: _____

Person to Contact: _____

Telephone: _____

Fax: _____

Email Address: _____

DOCUMENTS: Please indicate which documents are required with each Shipment

Commercial Invoice (How many copies?) _____

Airway Bill Certificate of Origin Other

THE FOLLOWING INFORMATION MUST ACCOMPANY THIS QUESTIONNAIRE.

- Wholesale License, or Authorization to Import
- List of all countries where you are requesting Distribution rights.
- A corporate brochure from your company, if available

Thank you for taking the time to complete this Questionnaire. It is Important to us, TAJ AGRO INTERNATIONAL (A Division of Taj Pharmaceuticals Limited); to insure that our Distributors are knowledgeable of the Market, Experienced in sales and marketing, and financially secure to properly Support the process.

Upon reviewing your information, we will contact you as soon as possible. Please Do not hesitate to contact us if you have any questions or comments.

Your interest in our Agro Products and FMCG Division is greatly appreciated.



See cover page for instructions for returning this Questionnaire form to us!