

QUESTIONNAIRE

In response to your query about representing Sabrex EWP products, I appreciate your interest and enthusiasm. While Sabrex has distributors in many parts of the world already in business, the opportunities for sales of this new technology have no boundaries. But before further discussion, we'll have to exchange more information (1) about your capacities and objectives (2) about our basic requirements and what we have to offer you.

This questionnaire is designed to give us both a quicker, clearer picture of the potential for an agreement between us. Even though you may have provided some of the information requested to us previously, I would like you to include it here for easier reference.

Your Business Name

Address

Phone Number

Fax Number

E-Mail Address

Web Page

Who are your owners? (Attach resumes if available.)

Do other shareholders own a substantial percentage of your business?

(What about capitalization - financial position, ability to carry or finance accounts receivable?)

How long have you been in business?

Do you have references from present customers, suppliers, bankers?

In what areas and market segments have you been most active? Do you plan to expand? If so, into what areas and markets?

Do you have a Business Plan? If so, would you attach it to this document.

Which Sabrex products do you want to sell?

Typical flow

Typical inlet water quality PPM

Typical outlet water quality PPM

How many systems do you expect to sell annually?

How will you service this equipment?

Which business segments will you target for sales of Sabrex products?

What other manufacturers' lines do you represent?

Who are your present customers.

Who are your prospective customers for Sabrex products?

Do you plan to be a distributor or an agent. (We prefer distributors who purchase equipment.)

In what trade shows do you have a presence?

What are the dates of those shows?

(Note) At this point , we could some of the plus values which Sabrex will provide the distributors such as:

Training (where and how?)

Instructional booklets with each piece of equipment.

Training videotapes?

Trouble-shooting consultations with home office...