



12220 Parkway Centre Drive • Poway Ca. 92064  
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# NEW VENDOR FORM

**NAME OF COMPANY:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

**BILLING ADDRESS:**  
STREET: \_\_\_\_\_ CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

**SHIPPING ADDRESS:**  
STREET: \_\_\_\_\_ CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ EMAIL: \_\_\_\_\_

INSIDE SALES CONTACT: \_\_\_\_\_ SALES MANAGER: \_\_\_\_\_ YEARS ESTABLISHED: \_\_\_\_\_

**DISTRIBUTOR REQUIREMENTS:** PLEASE FILL OUT COMPLETELY.

PRICING STRUCTURE (% OFF DEALER PRICE): \_\_\_\_\_

OPENING ORDER MINIMUM: \_\_\_\_\_

RE-ORDER MINIMUM: \_\_\_\_\_

ANNUAL REQUIREMENT: \_\_\_\_\_

FREIGHT PROGRAM: \_\_\_\_\_

CO-OP PROGRAM: \_\_\_\_\_

VOLUME REBATE PROGRAM: \_\_\_\_\_

TERMS: \_\_\_\_\_

CASE PACK REQUIREMENT: \_\_\_\_\_

M.A.P. PRICING POLICY?: \_\_\_\_\_

CAN WE EXPORT?: \_\_\_\_\_

CAN WE SELL TO INTERNET RETAILERS?: \_\_\_\_\_

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**DEALER DIRECT REQUIREMENTS:** PLEASE FILL OUT COMPLETELY.

PRICING STRUCTURE (% OFF MSRP): \_\_\_\_\_

OPENING ORDER MINIMUM: \_\_\_\_\_

RE-ORDER MINIMUM: \_\_\_\_\_

ANNUAL REQUIREMENT: \_\_\_\_\_

FREIGHT PROGRAM: \_\_\_\_\_

CO-OP PROGRAM: \_\_\_\_\_

VOLUME REBATE PROGRAM: \_\_\_\_\_

TERMS: \_\_\_\_\_

CASE PACK REQUIREMENT: \_\_\_\_\_

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**RETURN/WARRANTY POLICY:** PLEASE FILL OUT COMPLETELY.

DO YOU WANT DEALERS TO SEND DEFECTIVE PRODUCTS BACK TO YOU DIRECTLY? \_\_\_\_\_

DO YOU REQUIRE RMA# FOR RETURNS? \_\_\_\_\_

DO YOU REPAIR, REPLACE OR CREDIT? \_\_\_\_\_

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**REP GROUP:** PLEASE FILL OUT COMPLETELY.

NAME OF FIRM: \_\_\_\_\_ NAME OF CONTACT: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ EMAIL: \_\_\_\_\_

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**MISCELLANEOUS:** PLEASE FILL OUT COMPLETELY.

NAME 3 MAJOR DISTRIBUTORS THAT ARE SELLING YOUR PRODUCTS: \_\_\_\_\_

DO YOU GIVE LEADS TO YOUR DISTRIBUTORS? \_\_\_\_\_

WHERE DO YOU ADVERTISE? \_\_\_\_\_ HOW OFTEN DO YOU ADVERTISE? \_\_\_\_\_

WHO ARE YOUR DIRECT COMPETITORS? \_\_\_\_\_