

Potential UK Partner Survey for West Bank Salt Company

General Information	
Company Name	
Address	
Telephone #	
Fax #	
Email Address	
Website	

Ownership and Management	
Type of Registration	
Registration Number	
General Manager	Name: Mobile Number: Email Address:
Sales / Purchasing Manager	Name: Mobile Number: Email Address:
Focal point to discuss possible partnership	Name: Mobile Number: Email Address:

Structure	
Years in Business	
Size of Company by Revenue	<input type="checkbox"/> Small <input type="checkbox"/> Medium <input type="checkbox"/> Large
Total Number of Employees	
Number of Technical Staff	
Number of Sales Staff	
Annual Turn Over	

Markets and Products	
Current Markets (list company's current markets)	
Target Markets (list company's target markets beyond UK)	
Products (list company's main products)	

Products prices (Salt items only)	
Partnerships (sales, distribution, etc.)	
Customers/Users Base (list company's main customers)	

Capabilities	
Does the company have its distribution channels?	
Does the company have its own transportation /delivery tools?	
Does the company have its warehouses?	
Can the company handle importing procedures including logistics?	

Business Models	
Please explain your sales model	
Please explain your distribution model	
Are the models systemized / Managed by a computer software?	

Investment	
Is the company willing to invest in a new product from the Dead Sea?	
Is the company willing to provide sufficient marketing for the new product?	
Is the company interested in Salz brand or looking for a private label?	
If any of the items listed under the "Capabilities" section, is the company willing to invest in it/them in return of a distribution agreement with Salz?	
What do you desire in a partnership? (e.g. sole distributor, one geographic area, etc.)	

Moving Forward	
If interested in distributing Salz, which geographic areas will you cover in the Great Britain & Northern Ireland?	

What is the next step to move forward in order to start the negotiations?	
What is the expected time frame to come up with a decision?	

Additional Items	
Any recommendations?	
Any notes?	

Please send the file Attachment to the Email below:

sales@salt.ps