

In order to study preliminarily the suitability of your company for representing Visilab's products in your region, we need answers to the following questions. You can also explain in more detail, continued on another sheet. Make a copy of the filled form and mail it to us to the address at the bottom of the page.

Your name: _____ position: _____

Company name: _____ div.: _____

Address: _____ Post code: _____

Country: _____

Tel.: _____ Fax: _____ e-mail: _____

web site: www. _____

What is your experience in moisture meters? (sales/development/project tasks/user): _____
for: _____ years

Have you been active in marketing? _____ years: _____

Have you been active in practical sales work? _____ years: _____

What kind of products have you been selling/marketing? : _____

How many weekly hours can you afford putting into selling our products? : _____ hours/week

Are you willing to visit customers in your region? : _____

Do you have the means to design and/or print your own marketing material, like brochures and mailers? : _____

What is your professional/educational background: _____

Are you willing to operate on a commission basis? : _____

Signature : _____

Finally, we need you to send us the following in **printed** form:

- a company profile
- an idea of how you are going to market our products in your region
- any brochures of your company would be welcome
- a complete list of all principals you have at this time (important)
- list of any special terms you wish to have in the contract of representation
- your business card.

Incomplete replies or replies in e-mail or telefax form are not sufficient according to our policy. After investigating the material sent, we may send you back a draft of a contract. We will, in any case, give at least some sort of reply.

Thank you for your cooperation.

Henrik Stenlund
managing director

THIS INFORMATION IS CONFIDENTIAL