



XYtronic

3869 Dividend Drive
Shingle Springs, CA 95682
Phone: 530 676-6262 FAX: 530 676-6265
sales@xytronic-usa.com

Distributor Profile (Must complete all sections)

Company Name _____

Bill to Address:

Ship to Address:

Personnel – indicate primary contact with an asterisk (*)

Main Tel No: _____ Fax No: _____

President/GM: _____ Ext: _____ E-Mail: _____

Purchasing Mgr: _____ Ext: _____ E-Mail: _____

Sales Mgr: _____ Ext: _____ E-Mail: _____

Product Mgr: _____ Ext: _____ E-Mail: _____

Accts Payable Contact: _____ Ext: _____ E-Mail: _____

Total employees: _____ No. outside sales employees: _____

No. inside sales employees: _____ No. counter sales employees: _____

Branch Addresses/Contacts

Markets Solicited (in order of importance)

Your Major Suppliers

Major Product Lines Sold

Company Name _____

Your Major Competitors

Products Currently Sold

_____ Soldering Stations Brands: _____

_____ Soldering (Stick) Irons Brands: _____

_____ Fume Extraction Brands: _____

_____ Soldering Accessories Brands: _____

Potential Business With XYtronic Per Year (Check one)

_____ \$10-15,000 _____ \$15-25,000 _____ \$25,000+

Marketing Information

Your estimated total annual sales: _____ Years in business: _____

Territory covered: _____

Will-call counter or walk in showroom: Y_____ N_____

Publish a catalog: Y_____ N_____ Qty:_____ Freq:_____ Cat. deadline: ____/____/____

Flyers: Y_____ N_____ Qty:_____ Freq:_____

Telemarketing: Y_____ N_____ E-mail Newsletters: Y_____ N_____

Trade shows, in house: _____ Other: _____

Web Site: _____ Web Merchant Y_____ N_____ (Online Purchasing)

Other Comments

Completed by: _____ Date: _____