

TOVEL

77 Bradwick Drive, Concord, Ontario, Canada L4K 1K5

Tel: (905) 738-5511 Fax: (905) 738-7934

Direct Tel: (416) 924-5564 Direct Fax: (416) 967-1538

E-mail: davidfenn@tovel.com

Web: <http://www.tovel.com>

REPRESENTATION QUESTIONNAIRE

1. Executive contact and title for negotiation purposes:
2. Company name and mailing address:

3. Street address:

4. Telephone: _____ Fax: _____ E-mail: _____
5. Year established: _____ Website: _____
6. Calendar 2003 sales (US\$): _____ Year to date 2004 sales (US\$): _____

7. Location headquarters, sales branches & warehouses:

8. Identify current geographical market area:
9. Number of employees in total: _____ in sales: _____
in engineering and technical service: _____
10. Engineering & technical service capability (please describe briefly):

11. Identity (with brand names) of principal construction equipment agencies currently held:

12. Major customers and related foreign equipment suppliers and their addresses, whom we may approach for reference purposes:

Please include corporate/product brochures with your reply.

Completed by: _____ date: _____
Name & Title

THANK YOU!