

The Stevens Co Ltd
New Vendor/Product Form

Company Overview (Please include Corporate/Sales Structure)

Minimums:

Freight Policy:

Return Policy:

Is the product(s) registered with Health Canada (TPD)? Y / N / NA

Is the product(s) CSA or CUL Approved? Y / N / NA

Please give a description of your product(s)/Services:

What is the potential market value of the product(s) in Canada? In which specific Market(s)? :

How did you arrive at this figure? :

Please identify your competition:

How is the market currently identified/served (i.e. Distribution Channels)? :

How does this product differentiate itself?

Are you currently or have you previously worked with any distributors in Canada?
If so please list

What would be your preferred way to launch your product(s) with The Stevens Company?

(Please provide a **detailed** plan which includes: Training, Literature, Samples, Loaners, Trials, Services, Advertising/Marketing, Pricing Strategy, Spiffs, and time in the field with Reps, sales objectives in years 1, 2 &3 etc, Distribution Model.)

Return to:

The Stevens Co Ltd

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