

14. What form(s) of advertising do you use?

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15. What methods of communication is used by your customers to obtain orders from your establishment?

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16. What are the main risk you face as a wholesaler?

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17. Are any of your products exported?

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18. What is your estimated yearly total sales?

| 2004   | 2005   | 2006   |
|--|--|--|
| <input type="checkbox"/> \$0 - \$10,000      | <input type="checkbox"/> \$0 - \$10,000      | <input type="checkbox"/> \$0 - \$10,000      |
| <input type="checkbox"/> \$11,000 - \$20,000 | <input type="checkbox"/> \$11,000 - \$20,000 | <input type="checkbox"/> \$11,000 - \$20,000 |
| <input type="checkbox"/> \$21,000 - \$30,000 | <input type="checkbox"/> \$21,000 - \$30,000 | <input type="checkbox"/> \$21,000 - \$30,000 |
| <input type="checkbox"/> \$31,000 - \$40,000 | <input type="checkbox"/> \$31,000 - \$40,000 | <input type="checkbox"/> \$31,000 - \$40,000 |
| <input type="checkbox"/> over \$40,000       | <input type="checkbox"/> over \$40,000       | <input type="checkbox"/> over \$40,000       |

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