



DISTRIBUTOR QUESTIONNAIRE

1. What are you looking for in single-serve hot beverage technology?

2. At present, who is your major supplier of single-serve technology?

3. What percent of your office coffee business is dedicated to single-serve?

4. If you had the opportunity to distribute Bodecker Brewed in your territory, what (%) annual sales growth would you expect to achieve?

5. The Bodecker Brewed Bob-Cup container is fully recyclable. Is the ability to recycle a major advantage for you and your customers?

6. In your opinion, will office coffee services welcome a new single-serve machine and product?

7. In your opinion, what marketing and display materials would be beneficial?

8. Would a broader selection of single-serve systems help you?

9. How would a Bodecker Brewer for residential applications benefit you?

10. In your estimation, how many single-serve hot beverage machines will you purchase over the next five years?

Name: _____

Company: _____

Phone: _____

Email: _____

Address: _____