Thank you for your interest in Rio Grande Service Center as a distribution partner. To facilitate analysis of your business’s operations and products please provide us with the following:

Product list or catalog complete with

> UPCs

>Product Description

>Images

>Distribution Cost

> Wholesale Pricing

>MSRP

>MAP Pricing

>IMAP Pricing

>Minimum Wholesale Price

>Pre-paid Freight Minimums

>If F.O.B., current freight costs to our warehouse (address is below)

> Any other information about your business or products that would be helpful to our review

How long has your company been in business?

How does your company differentiate itself from your competitors?

Who are your company’s top 3 competitors?

Our service areas include **Arizona, Colorado,** **New Mexico, El Paso, TX and Southern WY.** Does your company have any current distribution in these states/regions?

**Does your product require registration with the state department of agriculture, FDA or any other government agency?  If so, is your product registered with the appropriate agency and allowable for sale in all of Rio Grande’s service area listed above?**

Are there any restrictions or reasons why Rio Grande would not be allowed to sell in all of it’s service area?

Will Rio Grande have exclusive distribution in all or any of it’s service area?

Is your company currently selling direct to retailers in our service area?  What is the current sales volume in each of these states/regions?

Is your company planning to require existing retailers in our service area to purchase from Rio Grande?

Does your company sell online?  If so, how do you currently sell online?  Are there restrictions for Rio Grande or our retailers to sell online?

Is your product in any “chain stores” such as PetSmart, PetCo, Tractor Supply, Walmart, etc.?

What are your companies’ expected payment Terms?

If you would like to send samples for review, our address is:

3750 A Prince Street SE

Albuquerque NM 87105

If you have any questions regarding this process feel free to contact me @ 1-505-877-2349.

Thank you,

Dave