Confidential Business Information	Date:
Warehousing/Fulfillment Questionnaire	
The following information is requested so that D its customers a detailed and accurate proposal for	*
Company Name:	
Address:	
Contact Numbers:	
E-mail:	
Company information	
Parent company:	
Please list and other imprints or subsidiaries:	
Which Dickinson services are you interested in	n:
Warehousing and order fulfillment	Book Printing (Offset and digital short run)
E-book conversion, sales and distribution	
Storage and order fulfillment	
Do you have a current storage contract? Yes	No
Who with?	
If so, when does it end or what notice period?	
What areas do you require?	
North America Only	North America and Europe
North America and Latin America	North America, Europe and Latin America

Sales Information

What were your U.S. Gross Sales the last three years in U.S. dollars? \$ Gross Sales Net Sales Returns Year 1: Year 2: Year 3: What are your forecasted U.S. gross sales for the coming year? Any other necessary sales information? **Product Information** How many new titles will you publish this year? How many back-list titles do you currently have? Marketing What is your current website: Do you have your own shopping cart? Do you require accounts receivable/payable services? **Inventory Information** How much inventory do you typically have on hand in the U.S.? Total titles: Total units: Total pallets: Total expected inventory upon initial transfers? (if applicable): Total number of pallets: Warehousing/Fulfillment Information Number of active individual SKUs? ____ Number of SKUs for combined kits of individual SKUs? ____ How many orders do you currntly ship per day/week/month? ____ What would be the total number of cartons/books per orders? ____

Any other relevant information? _____