

The #1 In-Store Retailing Network of Small Package Shippers in the US  
Serving Independent Retailers Since 1984

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**Privacy Notice:** All information shared in this survey is considered confidential and used for the sole purpose of helping determine the potential for the success of "Package Processing & Shipping" within the market area of the retail store. This survey has been developed using criteria gathered from retailers across the U.S. who have shown successful package volume over several years of operation.

## INDEPENDENT RETAIL

Store Name: \_\_\_\_\_

Owner Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ ST ZIP \_\_\_\_\_

Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Primary Wholesaler: \_\_\_\_\_

Type of Retail Store: \_\_\_\_\_

How did you hear about us? \_\_\_\_\_

# PARTNERSHIP QUALIFYING SURVEY

**INSTRUCTIONS:** Click on the box to the left of each entry that applies to your store. Your score will be automatically totalled at the bottom of this form so that you can check your total score on the "Potentialometer" to evaluate your store's potential for success with this service.

1. Shipping Competition **5**  Post Office \_\_\_\_\_  
**-1**  Free Standing Pack 'n' Ship \_\_\_\_\_  
*(Choose as many as apply)* **-1**  Staples or Office Depot \_\_\_\_\_  
**--**  UPS Store within 3 miles **STOP**

2. City/Town Population **2**  1,500 & Under \_\_\_\_\_  
**7**  1,500 to 3,000 \_\_\_\_\_  
**10**  3,000 to 5,000 \_\_\_\_\_  
**9**  5,000 to 10,000 \_\_\_\_\_  
**8**  Over 10,000 \_\_\_\_\_

3. Annual Sales Volume: **1**  \$250,000 & Under \_\_\_\_\_  
**2**  Up to \$500,000 \_\_\_\_\_  
**3**  Up to \$1 Million \_\_\_\_\_  
**4**  Over \$1 Million \_\_\_\_\_

4. Store Location **2**  Main downtown area \_\_\_\_\_  
**4**  New strip center \_\_\_\_\_  
**5**  Free standing store \_\_\_\_\_

5. Square Footage **1**  1,500 & Under \_\_\_\_\_  
**2**  1,500 to 3,000 \_\_\_\_\_  
**3**  3,000 to 5,000 \_\_\_\_\_  
**4**  5,000 to 10,000 \_\_\_\_\_  
**5**  Over 10,000 \_\_\_\_\_

6. Store Hours *(Choose as many as apply)* **2**  Open weekdays \_\_\_\_\_  
**4**  Open evenings (past 6pm) \_\_\_\_\_  
**4**  Open Saturdays \_\_\_\_\_  
**4**  Open Sundays \_\_\_\_\_

7. Customers Per Day *(Average)* **2**  0 - 50 \_\_\_\_\_  
**4**  51 to 100 \_\_\_\_\_  
**6**  101 to 200 \_\_\_\_\_  
**8**  200+ \_\_\_\_\_

8. Number of Employees **2**  2 or less \_\_\_\_\_  
**4**  Up to 6 \_\_\_\_\_  
**6**  Over 6 \_\_\_\_\_

9. Customer Service Area **10**  Dedicated Cust. Serv. Ctr. \_\_\_\_\_  
**2**  \_\_\_\_\_  
*Please Specify Other Services:* **2**  \_\_\_\_\_  
**2**  \_\_\_\_\_  
**2**  \_\_\_\_\_

10. Current Advertising **-2**  Primarily word of mouth \_\_\_\_\_  
**5**  Circulars \_\_\_\_\_  
*(Choose as many as apply)* **5**  Radio or Cable TV \_\_\_\_\_  
**5**  Newspaper \_\_\_\_\_  
 Name of Local Newspaper: \_\_\_\_\_

11. Advertising Budget **-3**  0% \_\_\_\_\_  
**5**  1% to 3% \_\_\_\_\_  
**10**  Over 4% \_\_\_\_\_

12. Primary Clientele **10**  Over 90% residential \_\_\_\_\_  
**6**  50/50 residential & commercial \_\_\_\_\_  
**2**  Primarily commercial \_\_\_\_\_

13. Current Store Ownership **2**  Less than 1 year \_\_\_\_\_  
**4**  2 to 5 years \_\_\_\_\_  
**7**  Over 5 years \_\_\_\_\_

14. Expectations *(Choose as many as apply)* **10**  Long Term **Traffic Builder** \_\_\_\_\_  
**5**  Build Profit Center over time \_\_\_\_\_  
**-5**  Want immediate results \_\_\_\_\_

Rate your interest in this service:

