

PALCOLABS

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PARTNER APPLICATION, continued

Product lines handled (indicate name of manufacturer and if on an exclusive basis):

Products manufactured:

Which markets are you currently selling to? (check all that apply)

- | | |
|---|---------------------------------------|
| <input type="checkbox"/> Hospital | <input type="checkbox"/> Pharmacy |
| <input type="checkbox"/> Private Clinic/Doctors | <input type="checkbox"/> Home Care |
| <input type="checkbox"/> Dealer/Distributor | <input type="checkbox"/> Consumer |
| <input type="checkbox"/> Wholesale | <input type="checkbox"/> Other: _____ |

Additional (other): _____

Distribution:

Which channels of distribution does your company use?

- Your own salesforce Direct sales to enduser Sales to (sub) distributors who resell to enduser
(please explain) _____

Do you currently sell a glucose meter? Yes No

(if yes, explain) _____

Do you currently sell, or in the past have you sold diabetes products? Yes No

(if yes, explain) _____

Which Palco Labs products do you plan to sell? (check all that apply)

- auto-Lancet EZ-Lance Inject-Ease EZ-Lancets Glucose Meter

Tradeshows, Conferences, and Fairs in which you participate:

What type of advertising do you plan to do (and amount US\$ allocated):

Additional information we should know about your company:

PALCO-GEN-600-0002
Last Modified 1/07