

CEO/COO Company Profile

Please fill out and Fax to
Keisha Wilson
Fax: 202-659-2170
Or email at kwilson@naw.org

Company Name: (Required)

Company Address 1: (Required)

Company Address 2:

Company City: (Required)

Company State:

First Name: (Required)

Last Name: (Required)

Title: (Required)

Email Address: (Required)

Company Zip: (Required)

Company Phone (10 digits): (Required)

Company Fax (10 digits): (Required)

Website Address:

Are you an NAW member?:

Annual Sales Volume:

Wholesaler-Distributor trade associations in which you hold membership:

Number of SKUs:

Briefly describe your customer base:

Inventory turns per year:

Total number of locations (US Only):

Sales Growth by Acquisition (annual %):

Number of distribution centers (US Only):

Sales Growth by Internal Expansion (annual %):

Average number of orders shipped daily:

Does your company use an Enterprise Resource Planning (ERP) system? If yes, please specify:

Average gross margin:

What inventory accounting method does your organization use?:

Number of suppliers:

Top three challenges going into 2014

Average order size:

Average line items per order:

Net margins before taxes as a percent of sales:

Top three initiatives for 2014