TravelCenters of America
Supplier Questionnaire—(Restaurant Product)

If you are presenting a food service product to TravelCenters of America for use in their food service operation, please use this form.

Company Information	
Company Name:	Telephone:
Address:	Fax:
City/State/Zip:	Web page:
Contact/Title:	E-mail address:
Date Business Established:	Dun & Bradstreet Listing No.:
Tax ID No.:	SIC/NASIC Code (if applicable):
Do you manufacture? _____	Do you contract? ____
Are you a: ____ Broker ____ Distributor ____ Manufacturer ____ Manufacturer's Rep.	
Ownership: ____ Corporation ____ Partnership ____Sole Proprietor	

Product Information				
Give a brief description of your product(s):				
Brand Name(s):				
Who are your top 3 current accounts?				
Name	Address	Contact	Phone	Volume/Units
1.				
2.				
3.				
How long has your product been on the market?				
List the sales on your product(s) in dollars, for the past three years:				
Last Year 20___			dollars	
Previous Year 20___			dollars	
Previous Year 20___			dollars	
Are you a member of the Universal Code Council? Yes No		UPC Membership No.		
Do you have EDI (Electronic Data Interchange)? Yes No (Please comment below.)				

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Product Information

Please answer the following questions concisely on separate paper, typewritten, one page maximum per question.
1. Explain how this product or service will provide a competitive advantage to TA?
2. List ALL direct and indirect competitive products.
3. List ALL (known) competitive products currently in TravelCenters of America restaurants.
4. What is your product's wholesale price range?
5. What is your largest competitor's price range?
6. What are the advantages of using your product?
7. What are the disadvantages of using your product?
8. Explain how you are working to overcome any inherent disadvantages.
9. Where is your product produced? By whom?
10. Will we, or our agent, be allowed to inspect your production facility? (if no, explain why below).
11. How will your product add speed, accuracy, and/or quality to TA's food service?
12. How will your product save money for TA?
13. Who or what is your direct and indirect competition?

Please list (up to five) the food distributors with which you currently do business, in order from most volume to least.
1. _____
2. _____
3. _____
4. _____
5. _____

Please provide at least three outside references (not TA employees):

Corporation Name: Contact: Telephone:

1. _____   _____   (_____) _____
2. _____   _____   (_____) _____
3. _____   _____   (_____) _____

Please include with your application a catalog and/or products price list. Thank you.

**This will certify to TRAVELCENTERS OF AMERICA that the information supplied on this form is true and correct.
I will advise TRAVELCENTERS OF AMERICA promptly if any information supplied should change.**

COMPANY: _____

CERTIFIED BY: (Signature) _____   DATE: _____

PRINT NAME: _____   TITLE: _____

Thank you for your cooperation in completing this questionnaire. We appreciate your interest and will contact you after we have reviewed your proposal packet. All information supplied to us will be kept confidential. Please return this completed questionnaire, along with the other items requested in the Supplier Proposal Guide, to the address shown below. Please do not submit this questionnaire separately.

SEND YOUR PROPOSAL PACKET TO:
TravelCenters of America
24601 Center Ridge Road Suite 200
Westlake, Ohio 44145-5639

Please specify department: | **Please specify product type:** |
Travel Store | *General Merchandise* | *Supply*
Repair Shop | *Convenience* | *Equipment*
Restaurant | *Beverage* | *Parts*
Motel | *Services*
Advertising
Construction